

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CI.

NEW YORK, JANUARY 7, 1922

No. 1

HARCOURT, BRACE AND COMPANY, 1 West 47th Street, NEW YORK

1921

We sold 295,000 Main Street, over and above 47,000 in 1920.

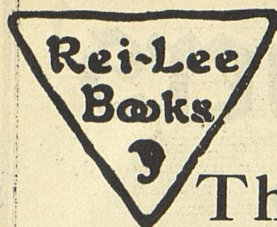
The Brimming Cup more than trebled the first year's sale of Dorothy Canfield's last novel.

When this advertisement was written we had sold over 40,000 of Strachey's Queen Victoria, and sales were at the rate of over 1000 a day.

1922

- 1.—It is easy to sell thousands more of these three remarkable books, and we shall continue unusual advertising of *Main Street*, *The Brimming Cup*, *Queen Victoria*, *Morley's Modern Essays*, *Untermeyer's Modern American Poetry* and *Modern British Poetry*, *The World's Illusion*, etc.
- 2.—We believe *Frank Vanderlip's* *What Next in Europe* (January), *J. M. Keynes, After Two Years* (February), and *Walter Lippmann's* remarkable study of *Public Opinion* (March) will attract world wide attention and have extraordinary sales and influence. We shall advertise them on that assumption. Six translations of the Vanderlip book are already arranged.
- 3.—If we are any judge, *Claude Washburn's* *The Lonely Warrior* and *James Tully's Emmet Lawler* will be among the startling successful spring fiction, and we shall advertise them accordingly.

C.B.T.
JAN 10 1922
P.P.

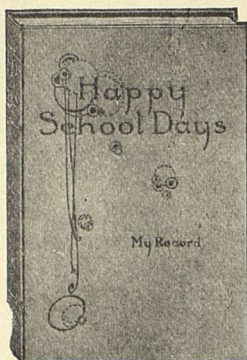


Prices Reduced

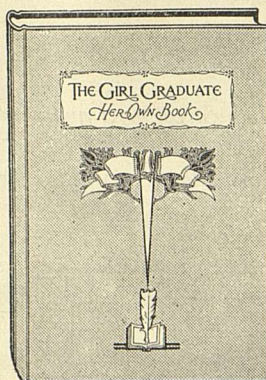
The Famous "R & L" Graduation and School Memory Books for 1922

Best Known — Best Liked — Best Looking
Best Made — Best Value — Best Selling

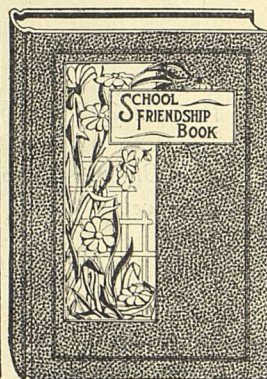
3 FAVORITES



Full Cloth Binding



Velvet Ooze



Fabricoid

☐ Our new price list—effective January 1—shows sharp reductions from list prices of all Graduation and School Memory Books.

☐ "R & L" Graduation Books sell all-the-year-round. The demand is particularly good from January to June. *The complete line makes a wonderful display.*

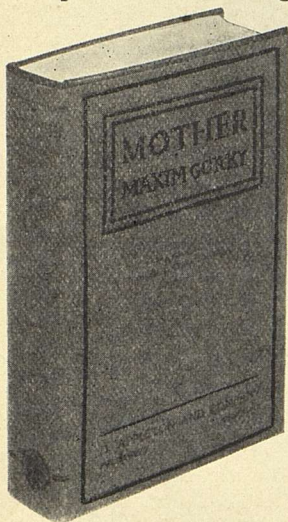
☐ If our descriptive, illustrated price circular has not reached you, *write for it to-day.*

MAXIM GORKY



For those who wish an understanding of Russia and to whom the drama of Russian life is a source of intensest interest, there is one writer who stands towering over Russian literature today, its undoubted master. This is Maxim Gorky; and his writings stamp him as perhaps the one of all Russian writers who most completely depicts the reality of life in the icy, northern land. His career has been extraordinarily varied, a list of his occupations reads like the life history of one of his own fictional characters; painter, peddler, scullery boy, gardener, watchman, baker's apprentice, revolutionary leader and writer of great novels! A man of the people; he depicts those suffering millions, ground beneath the cruel wheels of autocracy,

yet with a spark of hope ever glowing and firing them to the century-long struggle for freedom of which Gorky himself has been a leader. His books are tense with the nervous horror of a down-trodden people, the characters displaying an amazing reality, human men and women in the grip of love, hate, greed, ambition, bravery, cowardice, poverty, disease. It is a whole world that Gorky depicts; and every event in it, every twist of character is shown with a clarity and faithfulness to exact detail that are unsurpassed.



MOTHER is Maxim Gorky's greatest novel. In it he tells the story of a Russian Mother, whose love for her son transformed her into a valiant, irrepressible fighter for freedom. The book sums up the spirit of the struggle against the Czar's autocracy; it is the perfect expression of the Russian will-to-freedom, which constantly was undermining the Imperial structure. An amazing novel, real as life itself, as thrilling and as moving. In it Russia stands forth in a flood of light. \$2.00 net

The First of a series of Talks on Authors and their works to be run on this page for Booksellers and their Sales People.

D. APPLETON
Publishers



AND COMPANY
35 West 32nd St., New York

"Hugo Stinnes, Germany's financial 'dictator,' is going to America soon—probably in January."
—Special Cable Despatch to The New York *World*.

THE WORLD'S GREATEST BUSINESS MAN



His biography—the only one in English—entitled

HUGO STINNES

BY HERMANN BRINCKMEYER

should become your best selling book. Every library, every financier, manufacturer, retailer, exporter—every person interested in the daily news—is a potential purchaser.

Who and what is Stinnes?
Why does Lloyd George send for him?
How does he control the industry of Germany?
What is his scheme of a "vertical trust?"
What is the significance of this super-figure of industry?

*Europe
sneezes
when
Stinnes
takes
snuff.*



The authoritative biography of this phenomenon of business is ready. A neat, cloth-bound book; jacket bears a futuristic design symbolizing Stinnes's industrial mastery. \$1.50

To be abreast of the demand wire your order today.

B. W. HUEBSCH, Inc., 116 West 13th Street, NEW YORK



Two Reasons for a HAPPY NEW YEAR



SAINT TERESA

Henry Sydnor Harrison

Once again, and more emphatically than ever before, Mr. Harrison shows himself in SAINT TERESA not only a creator of unique plots but a master craftsman in the deftness, the artistry with which he handles his material. As a presentation of a very modern type of girl SAINT TERESA is fascinating, as a picture of modern business it is illuminating, as a study of the eternal conflict of the sexes, it is absorbing. But best of all it's a mighty fine story told as only Harrison could tell it and completely satisfying, from the first page to the last. \$1.90.

AFTER THE WAR

London — Paris — Rome — Athens — Prague — Vienna — Budapest
Bucharest — Berlin — Sofia — Coblenz — New York — Washington

Colonel Repington

During the period covered by this continuation of his famous diary, Colonel Repington visited most of the capitals of Europe and talked with the leading statesmen and men of affairs in each country. Add to this that it ends with a first-hand account of the Washington Conference and a description of American scenes and persons, written with all the frankness, the intimacy, the unreserve for which the author is famous, it will be seen that here, indeed, is a book that will be anxiously awaited, eagerly read, and widely discussed by the American public. \$5.00.

HOUGHTON MIFFLIN COMPANY

ALFRED A. KNOFF



220 W. 42nd St., New York

AMERICAN MARRIAGE—IN TWO FINE NOVELS

CYTHEREA THE story of Lee Randon who was lost in the fascination of *Cytherea* and reached out into the uncharted seas beyond his marriage. A sensational novel that has already started discussion that will range from coast to coast. You can tie it up in your sales with such successes as Norris' *Brass* and Dell's *The Briary-Bush*.* \$2.50 net

by *Joseph Hergesheimer*

Tol'able David, *Richard Barthelmess'* notable screen success, is running at the Strand Theatre, New York. It is one of the stories in Mr. Hergesheimer's *THE HAPPY END*—a good chance for a display and extra sales.

THE BRIARY-BUSH YOUNG love is dealt with sympathetically, beautifully, and with humor in this fine novel, now in its third printing. *THE BRIARY-BUSH* is a separate story from *Moon-Calf* and decision of the reviewers, a better book. \$2.50 net

by *Floyd Dell*
Author of "Moon Calf"

A new
J. S. FLETCHER
 mystery story

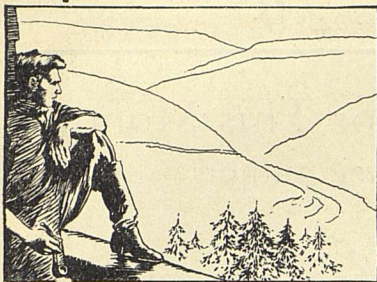
SCARHAVEN KEEP

—and one of his best!

Published Jan. 3rd

\$2.00 net

*Send for supply of free booklets: "Joseph Hergesheimer, the Man and his Books" by Llewellyn Jones, editor of the Chicago Post.



Published January 27—

A new novel by

Jackson Gregory

Its scenes are laid in the romantic California wilderness which the author views from the porch of his home, just outside his "workshop" windows—the wilderness where gold was discovered in the "roaring forties." The book is called

THE EVERLASTING WHISPER

THE vast forests and mighty ranges of the High Sierras form the background of this splendid romance of the present day. Out into the wilderness goes Mark King, adventurer and explorer, in answer to the Everlasting Whisper. With him on his hazardous quest, because conditions are such that he cannot safely leave her behind, goes Gloria Gaynor, a child of luxury, stranger to hardship and danger of any kind.

Hardship and danger come; others are headed for King's goal; an early blizzard roars over the ridges. The story becomes one of a strong man's struggle against savage nature and savage humanity and of a beautiful girl's gradual regeneration from a spoiled child of wealth into a courageous, strong-willed woman.

By the author of **JUDITH OF BLUE LAKE RANCH** and **MAN TO MAN**.

Gregory has put his best work into this novel, and it will respond.

Order your stock of **THE EVERLASTING WHISPER** now.

Published January 27

WITH FRONTISPIECE, \$1.75



CHARLES SCRIBNER'S SONS



FIFTH AVE., NEW YORK

JANUARY 20

Three Novels Announced for This Month
and a word or two about their authors

THE RAGGED EDGE BY HAROLD MACGRATH

Fire-Tongue

By *SAX ROHMER*

The Tribal God

By *HERBERT TREMAINE*

Harold MacGrath's novel about China and the South Sea Islands is a thrilling character-story of literary excellence, which will further endear Mr. MacGrath to his widespread audience. . . . Sax Rohmer has won popularity on the style of his enthralling plots, of which he has written another, based upon the sinister influence of an oriental mind. . . . Herbert Tremaine writes about the English middle class with surprising fidelity, and in his newest novel has dramatically employed the theme—Is family coherence based upon the love of money? These novels, net, \$1.75 each.

Poems and Portraits

By *DON MARQUIS*

Net, \$1.50

Watched by Wild Animals

By *ENOS A. MILLS*

Net, \$2.50

The Advertising Year Book
for 1921-1922

EDITED By *NOBLE T. PRAIGG*

Net, \$2.00

The American flavor of Don Marquis's humor—the beauty of his verse in serious vein—is appreciated by all bookfolk better than by most others. This volume is no exception to the rule of Marquis popularity. . . . Enos A. Mills has written a succession of nature books of such consistently deep interest that readers of all his others are sure to want each new one. . . . Noble T. Praigg has chosen well the messages of progress delivered to the great Atlanta Convention of advertising men.

THE VOGUE of fiction at this time of year will receive very readable contributions in the novels of MacGrath, Rohmer and Tremaine. Don Marquis's verse,— Enos Mills's nature studies,— have fascinations peculiar among the thousands who anticipate their works with a quick interest. Detailed descriptions of these books, as well as the other books of the complete Spring Catalog, will be sent on request to you.

Doubleday, Page & Co.



Garden City, New York

AMERICA and the BALANCE SHEET of EUROPE

By JOHN F. BASS and HAROLD G. MOULTON

The Chicago Evening Post says:

"A book which must take rank at once as the most up-to-date and authoritative study of the present world conditions of business and finance. . . . This reviewer has seen nowhere so courageous and comprehensive an attack upon the great economic problems that are now hanging like a black cloud over every civilized country. . . . The pressing importance of its subject gives it an intense interest to any man or woman interested in great affairs. . . . If you wish to think and talk informedly upon world reconstruction you must have this book."

A Book Widely Read, Discussed Reviewed and Advertised

The demand for it is growing steadily. International developments are keeping the interest in this subject at a high pitch. Be sure to have an adequate stock to meet the heavy demand that is being created. 1921, 361 pages, cloth, \$3.00.

The Ronald Press Company
Publishers

20 Vesey Street

New York

*Publishers of ADMINISTRATION and of
MANAGEMENT ENGINEERING*

Preliminary Announcement

In collaboration with Messrs. Newnes of London, publishers of the original sumptuous illustrated edition of Wells' "OUTLINE OF HISTORY," G. P. Putnam's Sons announce for early publication

The Outline of Science

Edited by Prof. J. ARTHUR THOMSON

The aim of this work is to give in plain language an outline of the main scientific ideas of today.

A
Great Story
Simply
Told

Thousands of readers will welcome the information this great work offers in every branch of science.

To be published uniform with the original English edition of the "Outline of History."

Will contain more than 800 illustrations, including 40 large plates in color.

Later announcement will give date of publication.

New York

G. P. Putnam's Sons

London

ANNOUNCEMENT

Beginning with the January issue the newsstand distribution of "Child Life" will be handled by the American News Company and its branches.

RAND McNALLY & COMPANY
Publishers

A Concise Guide to the Latest Books

Books of the Month

¶ In 205 cities of the United States and Canada, during 1921, 375 booksellers distributed this compact shopping guide to the new books

because

it has proved to be the "cheapest and most effective" form of advertising for retail book stores.

"The Booksellers' Ablest Assistant"

Into every envelope or package that leaves the book store **Books of the Month** carrying the store imprint can be inserted and distributed without cost for extra postage. Your usual postage expense becomes an asset.

Samples and prices on request

R. R. Bowker Co., Publishers

62 West 45th Street, New York

The Book Review

It sells books

¶ Says John G. Kidd, of Stewart Kidd, Cincinnati: "I can most gladly recommend **The Book Review**. In my mind it is the best and most individualistic of this sort of house organ. It has certainly produced results for us. I know our customers find it a real valuable guide for their selection of books."

"Makes Book Buying Easier"

Customers like reviews. Your name on the front cover of this 32 page list makes it your individual house organ.

Send for rates or samples

R. R. Bowker Co., Publishers

62 West 45th Street, New York

For the First Time--The Real Story Making Woodrow Wilson President

Written by **WILLIAM F. McCOMBS** when he was
chairman of the Democratic National Committee

The book is compiled from notes which were found in Mr. McCombs desk after he died.

There were more than 100,000 different pieces of paper covered with jottings put down by Mr. McCombs between committee meetings, hurried councils with the nation's greatest men, and convention sessions. **THEY WERE THE QUICK, SURE, DEFINITE DETAILS OF WHAT HAD JUST HAPPENED.**

Sensational Material Surprising Revelations

For the first time, the inside story of how Wilson first met William G. McAdoo, Col. House, Col. George Harvey, Col. Watterson, Henry Morgenthau, and others is told.

The story of how Woodrow Wilson was made President of the United States is an invaluable book for the layman as well as for the historian, politician and sociologist. The book is a series of scenes from the most interesting portions of the lives of contemporaneous men.

Endorsed by prominent men

Charles D. Hilles (Rep. Nat'l Committee): "The McCombs story is deeply interesting. I believe it will carry deep conviction with the public."

Norman E. Mack (Dem. Nat'l Committee, N. Y.): "It is an enthralling story. I personally participated in many of the events which Mr. McCombs writes of so pathetically and graphically."

Postmaster General Will H. Hays, (Former Chairman, Nat'l Republican Committee):

"It is gripping. They story should be read by every man and woman concerned with our political history and the great figures in it."

Charles F. Murphy, Leader of Tammany Hall, New York: "It is most absorbing. I sat up the better part of the night reading some of the chapters. I know of the facts with which Mr. McCombs deals so admirably."

Price \$2.50 net
(Special Limited De Luxe Edition \$5.00 net)
Regular Discounts to the Trade

Order from your jobber or from

THE FAIRVIEW PUBLISHING CO. Inc.
342 Madison Avenue **New York, N. Y.**

To be Published January 28th



THE SETTLING OF THE SAGE

By HAL G. EVARTS

A colorful Western story of a young ranchman's fight for the rights of honest stock raisers and for the interests of the girl he loved, "The Settling of the Sage" will have a wide appeal.

One Bookseller says:

"If Evarts is going to write yarns like this, Zane Grey must look to his laurels."

12mo. 300 pages. \$1.75 net

LITTLE, BROWN & CO., Publishers, BOSTON

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

January 7, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Half Century—Prospect

THE PUBLISHERS' WEEKLY with this issue begins what its present conductors hope will prove a second half century of usefulness, as its present editor, who has been at the helm for most of its years, records his hope that the successors of present chief and staff may hold to the same aims and ideals and win from a book-trade of vaster extent and prosperity, the appreciation for which the PUBLISHERS' WEEKLY gives thanks to its supporters thru the years past.

In the twenty-five hundred issues of the past fifty years, aggregating one hundred thousand pages, the PUBLISHERS' WEEKLY has sought in the development of successive years to give increasing service to the trade and help in the leadership toward greater usefulness and larger prosperity and this aim it will continue to cherish in the earnest belief and sincere hope that the American book-trade faces an era of service and prosperity far beyond its present attainments. The facts that the collections of all the public libraries in the country do not amount to one book per capita of our population and that the total production of books, Bibles included, from American presses does not reach one volume each year per capita, are sufficient evidence that the great field of book distribution has so far been harrowed rather than cultivated and that abundant margin of opportunity is still before us.

A difficulty in the way of the sale of good books has been the amount of reading time claimed by the newspapers and other periodicals, especially by the popular weeklies and monthlies of wide circulation. Such reading should, nevertheless, be the bridge to reading of a more permanent character and to the sale of a larger number of books, provided American publishers are ready to do their

part. That part must be done by studying the taste of the public, providing a literature which will meet and elevate that taste, issuing books in a style and at a reasonable price which will cause the supply to increase demand and pushing forward promotion work in behalf of book distribution in which the book-trade should cordially co-operate with and have the cordial co-operation of the libraries thruout the country. In the past few years notable advances have been made in this co-operation, altho the increased price of books, necessitated by the increased cost of printing and until recently of paper, has stood seriously in the way of the greater use of books.

In this development of the future the PUBLISHERS' WEEKLY hopes and plans to do its part. It recognizes that a trade journal must both follow and lead, in sympathy with present methods, and looking forward to a future of better methods and larger achievements. Those who thru its columns are doing what they can in this service will hope that when the labor of each comes to an end their successors at the end of the first century of the existence of the PUBLISHERS' WEEKLY may have earned in larger proportion the appreciation which the book-trade has increasingly shown for the efforts of the past.

The College Text Book Problem

A FIELD of book distribution that is important in its gross amount but different in almost all its aspects from the general trade distribution is that of the college textbooks. These do not have just the same channels for selling as the grade books, which are in a large percentage of cases sold on state contract. There is much more individuality in the colleges in their selection of texts; and the problem of presenting these texts and of getting smooth-running distribution after they are accepted is a difficult one. We print in this number a paper on this subject by Frederick D. Hartman, a previous contributor, who feels that the dealer could take, to the advantage of all, a much more prominent part in the promotion plans in this field. Mr. Hartman's experience has been in Canada, and the PUBLISHERS' WEEKLY would welcome further discussion of this important problem.

E. P. Dutton in His Ninety-Second Year

OLD friends of the veteran E. P. Dutton will be glad to know that, with his birthday on January 4, he enters on his ninety-second year. He is still in health and vigor and with keen interest in affairs, tho with hearing somewhat and vision slightly impaired. It still delights him to recall the olden times in the Broadway store at Washington Place, where A. D. S. Randolph was neighbor, and the book-trade in general was centered in the neighborhood, tho these old times are seen thru a vista of years which few men have known. He retains his old home at 24 West 51st Street, within walking distance of the Fifth Avenue store which he still occasionally visits, and not long since he courteously opened the door as a youthful visitor of seventy-three departed and said good-bye with the cheerful word that he had told Mr. Macrae at luncheon that he had begun to consider himself old but meant to start a reformation at once and not feel old any more.

Mr. Macrae has had his residence with Mr. Dutton, while the daughter has been at college and the two Macrae boys have been making ready to take their places in the Dutton concern, to which one of them, John Macrae, Jr., has come during the past year, while the younger boy, Elliott Beach Macrae, will take up his work in October, 1922.

One of Mr. Dutton's most interesting reminiscences is of the lad who nearly forty years ago came to him from Virginia. A naval officer living at Washington entered the store and asked if place could not be found there for a lad of his acquaintance who wanted to find opportunity in New York. Mr. Dutton saw no reason why he should look with favor upon a youth from so far away. The officer made a yearly visit to New York and came a second time to the Dutton store, but again received a negative reply. A third year he came again and said that if the boy could be given a chance he would make good for the boy's expense, if he did not make good for himself. Mr. Dutton yielded, and at eighteen young Macrae came into the Dutton employ under the immediate supervision of Charles A. Clapp, the junior partner. The lad frequently took a bundle of catalogs home with him at night, despite the remonstrance of the other juniors that the day's work was ended. He told them that he wanted to learn all that he could about the stock and bookselling, and it came about that when Mr. Clapp wanted particulars about the stock it was to young Macrae that he always turned. There came sudden need for a traveler to make a western round, and when Macrae was given the opportunity he made good by bringing in a bigger order than any of his predecessors. Then came the need for someone to make a journey across sea, and again it was young Macrae who had won the chance. At once he made friends in London and was welcomed, not only to the offices, but

to the homes of London publishers and began to establish the relations abroad which have since flowered into so great a development for the Dutton house.

Mr. Dutton feels that it was a special Providence which sent the lad to him, for in these declining years—if the adjective can be used of a man still looking upward—Mr. Macrae has been his mainstay as now the active head of the successful and vastly increased business of E. P. Dutton & Company, as well as a close personal friend. It is not always that such reward comes to a man for good deeds as has come to Mr. Dutton in this happy relationship.

Photo-Engraving Lock-out

THE agreement between the employers and employees in the photo-engraving field of New York came to an end on December 31st, and, as no agreement had been reached for an extension of arrangements, the shops were closed and notices posted which shut down the work for about fifteen hundred men. The employers insisted that a new arrangement must be made that provided for some lower scales of wage or an extension of the working week to forty-eight hours. The men contend that the present wage scale is fair and must be continued if they are to keep at work. The strike has affected only the commercial establishments, as the newspaper engravers are under another contract. The dispatches from Chicago from the officials of the Photo Engravers' Union say that they expect the lock-out will become general and that action similar to that in New York may be expected next week.

It was in this industry in New York where the Union claimed for a time the right to set the price at which the employers should sell their product to the consumer. They did this on the argument that union men who want the best conditions could not afford to work in a shop that sold its product for less than a certain fixed figure and that therefore in the interest of their craft they had the right to dictate the price to consumers. This situation, which would if carried into other industries have revolutionized American industry, was made illegal by a bill passed in the last New York legislature.

Shops now find that even with these discounts they cannot hold the business in New York under the present wage scale. The difficulty in handling business, they say, has been increased by the fact that the present wage scale of fifty dollars is increased in practice by the fact that members of the Union will not consent to work at this figure, and the shops claim that when they telephone for a man to Union headquarters the report is made that there are no men to work at the contract figure, as all are demanding more. This same reply is made, so the employers say, even tho it is well known that well over a hundred men have been out of employment.

Conferences are now in progress between the Photo Engravers' Board of Trade and the Photo Engravers' Union Number One, and it is hoped that a settlement will shortly be reached.

The College Text Book Situation

By Frederick Deane Hartman

"THE most persistently and consistently annoying source of perpetual unsatisfactoriness I ever thought could exist," was the reply one college professor gave me in answer to my inquiry as to what he thought of the present methods of supplying college text books."

"An infernal nuisance—requiring continual attention—lots of complaint and no money!" This is what the dealer who supplied the institution with which the above mentioned professor was associated had to say of the situation.

"College text books! I would give anything if we didn't have to publish them. There is more trouble and less money in that department of our business than in all of the rest of the departments put together." This came from the head of the publishing house which supplied the majority of the books used by the above mentioned dealer.

I have given these quotations because they quite well represent the respective points of view held by the persons chiefly concerned in the college text book question. It should perhaps be added that probably the view expressed by this publisher is only held by those publishers who do not specialize on educational publications and have relatively few college texts on their lists.

Were this the situation with any other line of book publishing the line would be promptly dropped, but, of course, it is recognized that college text books are essential and must be supplied. The responsibility therefore primarily lies with the publishers to study the causes of all this dissatisfaction and do what may be possible to remedy the situation.

The first point to come up for consideration is an analysis of the different methods of college text book distribution now in vogue.

(a) The most usual method of handling college texts is for some dealer, who specially caters to the student trade, to assume the responsibility of keeping informed as to the books recommended for adoption in the various courses, and also assume some of the responsibility of introducing the publishers' new texts to the professors and securing new adoptions.

(b) In a number of instances the institutional authorities appoint from one to three deserving and needy students for periods varying from one to four years to handle this business. As a rule, the institution assumes responsibility for the accounts and keeps the records. The students, of course, must arrange to do all the work outside their study hours and their interest in the development of the business is only temporary.

(c) In other instances an appointee is chosen by the institution who holds the position more or less permanently. Such a man is assured of all the institutional patronage and is guaranteed the co-operation of the professors.

Such an appointee must, as a rule, supply his own financial backing. He feels himself to be in a very independent position, for he is practically protected from any competition.

(d) In the case of many smaller institutions, particularly those located in small communities, the institution itself does the purchasing of the texts and sells them to the students.

(e) In a very few instances at the beginning of each term the publishers have a representative on hand who sells directly to the students their requirements. Between the representative's visits, the professors purchase direct any books needed. This method of practice is now quite rare.

(f) In many places there have been tried various forms of "Students' Co-operative Stores" in which the capital is drawn from the students, who purchase their tickets varying in cost from five to twenty dollars each. At the end of each academic year the students receive that share of the profits which the number of tickets to which they hold would entitle them. It may be added that due to inefficient management the rebates are usually microscopic.

There are several other different methods in practice for handling college texts, but they are all more or less modifications of one of these already outlined.

We shall now examine the manner in which these various methods work in actual practice. Let us start with the case in which texts are distributed thru a retail dealer. Such a dealer may or may not be a lover of books with a sense of discrimination and literary discernment. Most generally he is not—so that he does not find a very sympathetic listener when he goes to introduce new texts to a professor, and tries to procure new adoptions. It is hard to say whether it is better to have a dealer with literary tastes or not, for so frequently those who have prove a dismal failure as a business executive. At any rate, a combination of business ability and keen literary discernment is exceedingly rare. This dealer whom we are describing handles the publications of a dozen or more publishers. As a rule, he does all the buying himself. He carries a broad stock, including countless stationery items, and makes a strong play for general trade to supplement the very seasonal college text business. He is the direct recipient of all complaints of the students which chiefly refer to the cost of the books. An average student unhesitatingly brands as a robber anyone charging over two dollars for a book. The dealer is very apt to become guided in his recommendations to professors by the retail price and thus frequently urges the adoption of a very inferior book, thus arousing the suspicion of the professor, who feels there must be some graft in the air, and promptly loses

confidence in the dealer altogether. This tendency towards a suspicious attitude toward the dealer by professors is further fostered by the fact that the dealer must charge professors full list price for books, whereas the professors find that by communicating direct with the publishers they either get the desired books free or, at least less, at a 20 per cent discount. The dealer does not maintain a staff which will permit him to give good educational service. It is quite common for dealers to accept orders for books the name of the publisher of which they do not know. If the firm receiving this order does not pick it up for the dealer, then the matter usually is dropped, and unless the customer placing the order does not inquire he will never hear of the matter again.

In the cases in which text book business is handled by students appointed by the institutional authorities the objections cited in the case of the ordinary dealer all hold the more strongly, as such appointees have only a temporary interest in the business and are very restricted in the amount of time they have available.

When a permanent appointment is made by the institution the greatest trouble arises from the appointee's sense of security in his position. He does not feel the necessity of learning far enough in advance the requirements of the classes. He knows that if one book is not available when the time comes another will be used, and in either case they will be supplied thru him. In short, he places the entire responsibility upon the publisher of keeping a stock of all the books listed bound up and ready for shipment. The publishers, however, have taken rather a broader view of the situation, and in order to keep the costs of texts down have tried to anticipate the exact requirements and not have the expense of enormous stocks in their warehouses.

The remaining instances cited under paragraphs "d," "e," and "f" are so closely related to the preceding case, in so far as their objectionable features are concerned, that we need not find it necessary to repeat.

The whole difficulty lies in the fact that in the rapid development of the universities, publishing houses, and dealers each has considered its own problems alone without giving proper consideration to the requirements and development of the other.

With the great increase in the number of elective courses in the college and university came, of course, the demand for many more and more varied texts. In order to meet this demand the publishers necessarily had to make provision to study the situation and also create a department to cover the field. With the creation of a new course at a university and the necessity of a suitable text being supplied, a publisher undertakes the responsibility. He must, in order not to lose money, get the book into use elsewhere and originally put it up to the dealer. In this regard it must be said that it would seem that many dealers have been rather short-sighted, for it can be truthfully stated that *very very* few are the college textual adoptions procured as a result of any

dealer's efforts. In the first place, as before stated, the dealer may not be fitted for such work—not have the time, etc. At any rate, the promotion work has been left entirely to the publisher who does his work thru the college professors. It is, of course, out of the question to expect a college professor to buy every book he may consider for use—he is accordingly presented with a copy. This practice is a great source of annoyance to most dealers, who cannot see that in reality the professors are the salesmen for college texts and the more that is done to get texts into the hands of professors the greater is bound to be the demand for those books.

Coincident with the growth of the dealers' disapproval of this attitude of publishers towards college professors has been the growth of the attitude on the part of dealers that all promotion work and responsibility for the creation of demand for all books shall rest with the publisher. The publishers have more or less come to recognize this as the case and accepted the situation. This necessitates the publishers carrying a staff capable of handling this work and the reason there still exists so much dissatisfaction is because the publishers do not assume full responsibility for the college text service, as the retailer maintains more or less the attitude that his territory is being encroached upon. The very fact that most of the publicity on texts goes out directly from the publisher tends to make the professors forget the dealer's place in the general book distribution.

There can be, it seems to me, two general solutions. One would be very difficult to accomplish and mean a very radical change, namely, to have the retailers take over the educational promotion of all the publishers. To bear this additional expense they would, of course, have to procure the books at much lower rates, for in the present situation it is very difficult for the dealer to net much, if anything, on the strictly educational lines.

The more practical plan for improving the situation would be to have an understanding with the professors and dealers that the service on college texts should come exclusively thru the educational department of the publishers, who would do all the work of getting the information on future requirements, securing new adoptions, etc. When the educational department received the information relative to texts to be used, etc., the matter could be referred to the respective dealer and the stock forwarded. It may be objected that this is virtually the present practice, but that is not true, because the final word in the matter of adoption is left with the professor to give the dealer. The professors are inclined to neglect this until rather late, as they know the dealer is always available and can be seen any time—or else they think the publisher will see the dealer, etc. The one sure thing is that confusion results. In my proposed suggestion it would be necessary first to make clear to professors the real necessity of the publisher being in constant possession of the progress of the college courses and knowing long in advance

the book to be recommended and so far as possible the number required. It is true that publishers are inclined to forget that a professor cannot tell exactly how many pupils will elect a given course or, even so, how many of these will be supplied with second-hand texts. However, by co-operation the requirements can be pretty well approximated. In this plan the dealer would be absolutely relieved of any responsibility of getting adoptions or anticipating requirements. As to the actual method in which the publishers and professors should carry on their co-operation, it would seem that matters would be expedited if each college department gave a monthly report of the texts used in the various courses, the reference books

recommended, the relative satisfaction of books used, new recommendations and the number of students in the course.

True, this requires considerable time to be given by the professors, but their co-operation could unquestionably be procured if it were made clear to them that such effort would result in better service and cheaper books.

The publishers in the possession of such information could have no excuse for not being prepared and the dealer could have no complaint against the commission on educational books, with all the responsibility removed. It would, in effect, amount to their receiving the books on consignment.

Copyright Discussion

THE mid-winter meetings of the American Library Association with important action by the Council met at Chicago on December 29th, 30th and 31st. Two resolutions offered, with consequent discussion and decision, were of special interest to the book-trade, that on library revenues and that on copyright legislation. The special committee on library revenues, with Samuel H. Ranck, Librarian of Grand Rapids, as Chairman, brought in a resolution containing recommendations in regard to a better standard of library appropriations, putting the weight of the Association's opinion back of a plan advocating at least one dollar per capita for any community that wanted adequate service. After some discussion as to whether one dollar per capita would be suitable service for both large and small communities, the resolution was passed in the following form:

Submitted by Samuel H. Ranck, Chairman.

"The American Library Association believes that \$1 per capita, of the population of the community served, is a reasonable minimum annual revenue for the library in communities desiring to maintain a good modern public library system with trained librarians. This sum should cover a main library with reading room facilities, branch libraries and reading rooms within easy reach of all the people, a registration of card holders equal to at least thirty per cent of the population, and a considerable collection of the more expensive books of reference, with a home use of about five volumes per capita. This allowance of per capita revenue may need modification in the case of the very small or very large communities, or which are otherwise exceptional. Small communities may often obtain increased library service for the same money per capita by enlarging the area of administration. The situation in large communities is often modified by the presence of good endowed libraries free for public use. Communities desiring their libraries to supply these needs extensively and with the highest grade of trained service, will find it necessary to provide a support much larger than the minimum of \$1 per capita. This

should cover extension work sufficient to bring home to the children, the foreign-speaking people, business men, artisans, advanced students, public officials, and in general all classes of the people, the opportunities that such a library is not only ready but is able to afford, with a service that is administered by trained librarians having special knowledge in their particular departments.

"The Committee recommends that further study be given to the whole subject of adequate support for high school and grade school libraries, and for college and university libraries, to be based on a knowledge of the existing situation with reference to such libraries."

The copyright situation was given discussion based on a resolution presented by Dr. M. Llewellyn Raney, Librarian of Johns Hopkins University, and Chairman of the A. L. A. Committee on Book Buying. This resolution takes issue with the Bill which is about to be introduced in Congress. Frederic G. Melcher represented the publishers in the discussion and argued for the Bill as drawn. All agreed that the United States should be a member of the Berne Convention, but the Bill provides that American publishers shall have full rights to the American market on any foreign book which they contract for, and the librarians are against any feature that will prevent them from buying any book in any market. The resolution as drafted and printed below was carried, and the discussion will be carried before the Congressional Committee.

Resolution Offered by Dr. Raney.

"Whereas, The Authors' League of America proposes national legislation, including repeal of the so-called 'manufacturing clause' in the present copyright law, in order to pave the way for the United States' entry into the International Copyright Union; and

"Whereas, The American Publishers' Copyright League (now the Bureau of Copyright of the National Association of Book Publishers) went on official record at its last session as supporting such legislation only on condition that libraries and persons be prohibited by

law from importing the foreign (tho authorized) editions of works copyrighted also in the United States, except by permission of the American copyright owners;

"Be it resolved, That the Council of the American Library Association records its pleasure at the prospect of authors' securing, without expense or formality, the international protection that is their admitted right;

"Resolved, further, That the Council reaffirm, however, the Association's wonted disapproval

of any measure that would curtail or cancel the existing privileges of importation, supported, as they are, by American precedent and violative neither of the Federal Constitution nor of foreign practice;

"Resolved, That the Committee on Book Buying and that on Federal and State Relations be and are hereby instructed to take every proper and feasible measure toward rendering these resolutions as effective as possible."

Talk to Booksellers

EMIL HEIKEL, the Western representative of D. Appleton & Co., recently spoke before the J. K. Gill class in bookselling, and excerpts from the talk were printed in *The Bi-Weekly Gill-o-Gram*. We reprint the extracts here:

Bookstore As a Community Center *

"What does it mean to you who arrive every morning and depart every evening

Six Days in the Week?

"You must rate yourselves with the interests of the community according to financial sheets AA1 or you are not filling your logical position. Are you satisfied in knowing this? Are you making a serious attempt to supply the needs, also the wants, of your community?"

"The J. K. Gill Co. has been known for years as a place where books are bought and sold—no doubt founded on honesty and probity, otherwise the business could not endure and flourish. Are you in your individual work simply trading on your employer's honesty and business success, or are you building, helping men, women and children along the paths of progress? Are you as honest with your employer as he is with you. Are you delivering daily or just getting by? Let us consider a few minutes 'How'!

"I remember an incident which occurred some time ago. Swift, the author of 'Psychology' and 'Days Work,' was drawing me out along my line, 'Selling,' and I said, 'I impressed on the youth I was attempting to break in

Neat Clothes
Clean Linen
Clean Body

and finally knowing what you have to sell.' He smiled, objected, and said, 'That is not all.' I replied, 'No, but it is fundamental.'

"Think it over. Knowing what you have to sell! Did you ever thing how easy your job is made for you? I don't mean how difficult. Everyone knows the difficulties.

"The moment anyone enters your door the object of his coming is to buy something. That is the reason the public enter. You do not go out and bring them willy nilly. No! They come to buy. Then what is *your* attitude? Make them feel they come to the right place.

"If they are regular bookbuyers you are on

the scales and are being weighed. If not, they may be fearful of this high-brow place. And it all depends on your attitude toward the seeker after knowledge—what you impart—what air or tone you take. Have you one approach for society people and another for the toiler? If so, why? Do you feel it necessary in selling fiction or literature, I mean anything not founded on the exact science, to have an opinion and back your opinion by selling or ignoring the book or books in question? If so, what is the value of your opinion in dollars and cents to your employer, who has his money invested? Every book purchased by your firm must have passed a test 'of the publisher and his advertisers' and of 'the head of your department,' that should be all that is necessary for you who act as distributing agent. If you are interested in a book for any reason naturally it is easier for you to enthruse and, as we say, 'Hand it out,' but what about the other nine or nine and ninety?

"Make an honest effort to see why it is published. You are not the judge of the picture, but the picture is the judge of you. Apply that to your book.

"And then when you reach that wonderful, glorious and most enviable position that you can fit the book to the man, you will say with pardonable pride: 'I have arrived.'

"In dealing with your people after they have bought what they came in for you must sell them something else to be of any value to your firm, and to do that you must know your stock and remember the fundamentals:

Attract attention,
Arouse interest,
Create desire,
Incite action.

"How shall you know your stock or become acquainted with it? *Study*.

"Read your trade papers, read reviews—assimilate one thought that you will always connect with that book. Take a moment when dusting or arranging stock to familiarize yourself with at least one statement made by the publisher on the flap of the cover and make that your sub-title.

"Do not make the mistake of recommending too many so that your client is unable to see the wood for the trees. You have in the beginning the confidence of the purchaser, a

valuable asset! Merit that confidence. He comes to you because he thinks you know. Live up to it.

"Is it not true, that the public judge you by your ability to help them? What a help you can be by knowing or even suggesting what a potential power for good your bookstore is in the community and you the individual to make it so. Many judge the city by the bookstore. Many consider the bookstore a civic institution and point to the bookstore with pride. J. K. Gill Co. is known favorably or otherwise by the individual who comes in contact with the public; therefore, it behooves you to give the best that is in you so that the public will be pleased and helped by your individual efforts."

Best Sellers in November

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country by *Books of the Month*:

FICTION

- If Winter Comes by A. S. M. Hutchinson. *Little*.
 The Pride of Palomar by Peter B. Kyne. *Cosmopolitan*.
 Her Father's Daughter by Gene Stratton-Porter. *Doubleday*.
 The Sheikh by Edith M. Hull. *Small*.
 Helen of the Old House by Harold Bell Wright. *Appleton*.
 Main Street by Sinclair Lewis. *Harcourt*.

GENERAL

- Mirrors of Washington. Anonymous. *Putnam*.
 The Outline of History by H. G. Wells. *Macmillan*.
 Mirrors of Downing Street. Anonymous. *Putnam*.
 Queen Victoria by Lytton Strachey. *Harcourt*.
 The Cruise of the Kawa by Walter L. Traprock. *Putnam*.
 The Americanization of Edward Bok by Edward Bok. *Scribner*.

Books in Demand at the Libraries

THE January number of the *Bookman* shows that the following were the most popular books at the public library during the month of November:

FICTION

- Main Street. By Sinclair Lewis. *Harcourt*.
 Helen of the Old House. By Harold Bell Wright. *Appleton*.
 Her Father's Daughter. By Gene Stratton-Porter. *Doubleday*.
 The Brimming Cup. By Dorothy Canfield. *Harcourt*.
 If Winter Comes. By A. S. M. Hutchinson. *Little, Brown*.
 The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan*.

GENERAL

- The Outline of History. By H. G. Wells. *Macmillan*.
 Queen Victoria. By Lytton Strachey. *Harcourt*.
 The Mirrors of Washington. Anonymous. *Putnam*.
 The Mirrors of Downing Street. Anonymous. *Putnam*.
 The Americanization of Edward Bok. By Edward Bok. *Scribner*.
 Margot Asquith: An Autobiography. By Margot Asquith. *Doran*.

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf in the January number are:

- Life and Letters of Henry Lee Higginson. By Bliss Perry. *Atlantic Monthly Press*.
 History: Its Theory and Practice. By Benedetto Croce. *Harcourt, Brace & Co.*
 The Young Enchanted: A Romantic Story. By Hugh Walpole. *Doran*.
 Forty-Odd Years in the Literary Shop. By James L. Ford. *Dutton*.
 The Book of Jack London. By Charmian London. *Century*.
 The Man in the Street. By Meredith Nicholson. *Scribner*.
 Woodrow Wilson as I Know Him. By Joseph P. Tumulty. *Doubleday*.

Zona Gale Predicts the Novel of Tomorrow

THE chief course of the novel of tomorrow is to uncover commonplace beauty, as today it is uncovering commonplace ugliness," said Miss Zona Gale, the author of "Miss Lulu Bett," in a talk Sunday evening at Unity Forum, Montclair, New Jersey.

"Criticism of the new American novel often amounts to a dislike of the book because it is not about pleasant people. The person who does not like a book because he would not like the people is to be classed with the devotee of the motion picture or the barrel organ—for I purposely link those two.

"The hope of the novel today is to see the least attractive thing. To hate the sinner has been the old order; while to hate the sin and to love the sinner is the word of tomorrow. The custom of the novelist is to pick out a single, noble, fallen soul and to idealize him. The men of the new fiction contend chiefly in commonplace circumstances and do not always win.

"Recognition of the value of the commonplace and a tardy turning to native sources of supply are characteristics of the present day novel. The malady of the American novel is the lack of beauty as a force.

"Our novels are scattered over with beautiful passages, but the warp and woof of beauty we do not weave. This is the whole reason for the novel—today to look for ugliness and hate it; tomorrow to look for beauty and find it."

In the Field of the Retailer



MRS. OLIVE ROBERTS BARTON ENTERTAINS VISITORS AT MARSHALL FIELD'S, CHICAGO

MRS. OLIVE ROBERTS BARTON, the creator of the two new children in fiction, Nancy and Nick, entertained the younger set of Chicago at Marshall Field's recently. There were several characters from her Nancy and Nick books parading around in costumes, and these peculiar figures aided the children in their reception to the twins. The party lasted for two days and Marcella Burns Hahner was hostess to the children. Wesley Banbolt and Barbara Wilson played the parts of the twins Nancy and Nick.

In her baggage Mrs. Barton brought the magic shoes, the magic mushrooms and all the treasures of her imagination lands. Her books, five in number, have been published by Doran under the title "Nancy and Nick" series, embracing the Lands of Dear-Knows Where, Helter Skelter, Nearby, Topsy Turvy and Scrub Up. Mrs. Barton is a sister of Mary Roberts Rinehart.

Stimulating New Book Departments

IN the December 8th number of *Geyer's Stationer*, the oldest periodical in that field, the leading article was entitled "Regarding the Book Department. The Process of Stocking and Selling Books Described Fully for the Dealer Attracted by Profits Made on This Line." This article, which covered all phases of the book promotion problems as approached from the point of view of a stationer or gift shop dealer, was supplied to the magazine by the National Association of Book Publishers.

A Thrift List

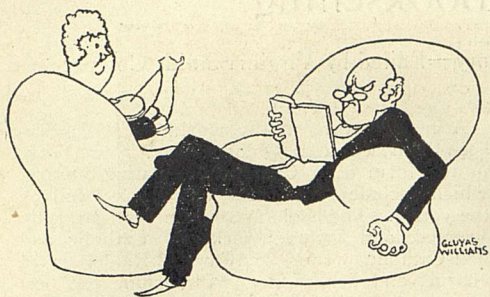
A RENEWAL of the Thrift Week campaign, which has been held annually for several years, is to begin on January 17th, Franklin's birthday. In this connection, the American Library Association has published an excellent little annotated reading list entitled "Books and Thrift," edited by Ruth G. Nichols, Librarian of the Federal Reserve Bank, Chicago. This 8-page booklet can be purchased by booksellers or libraries at the rate of \$3 per 100 or 30 copies for \$1.

Bookselling in Kilts

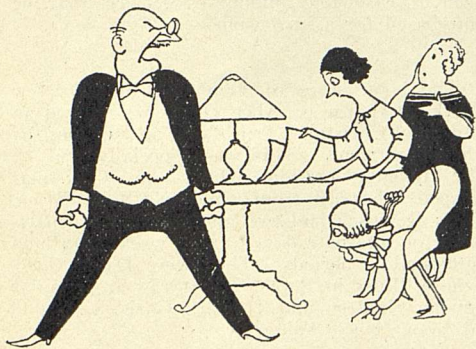
IT is a dull day nowadays that does not see a new bookshop started. C. F. B. tells us that Newark now has a bookstore since Bill Rankin, an Amherst man, has started one at 174 Washington Street. And then we hear that Old Hector MacQuarrie, the Laird of Ulva, has started a bookshop at 27 University Place. That interests us greatly, because Hector, himself a Caledonian of magnificent lineage and astoundingly agreeable disposition, says he proposes to conduct his bookshop on the Scots plan. He promises to wear kilts every Friday; to keep a tame haggis on the premises; and to speak the Gaelic for any customer who makes a cash purchase of over \$5. We have heard of bookselling being a cult; now it is also a kilt.

—CHRISTOPHER MORLEY in the New York Evening Post.

An Uncorrected Galley



The presidency of the plot tellers' club goes without contest to Mrs. Sparrow. "Do you really think the countess killed him?" she remarks, as her husband reaches the pithy part of the mystery story. "Oh, dear, I am dying to tell you. It doesn't come out at all as you expect it to. You've guessed, of course, that the ivory box hasn't got anything to do with the murder. Have they caught the one-eyed man yet? There, I shouldn't have told you, but he did it—revenge, don't you see? But mercy, I mustn't give the plot away!"



When Mr. Stillwater begins a book he never knows when he is going to finish it, if ever. There are so many uses to which his family can put a stray book—to hold the door back, to press flowers in, to set the baby on at dinner—that he really ought not to expect to find it where he left it. We show the nightly search under way, just as Mrs. Stillwater remembers that the book is serving in place of a caster under the baby's crib and that therefore it can't possibly be touched until morning.

GLUYAS WILLIAMS in the *New York Times*.

Mistress—"Can you tell me how it is, Jane, that whenever I come to the kitchen I find you reading?"

Jane—"I think that it must be them rubber 'eels you wear, Ma'am!"—From *Punch* Drawings by F. H. Townsend (Stokes).

Why Read History?

A C. McLAUGHLIN, of the University of Chicago, in a review of "The Chronicles of America" issued by the Yale University Press, made this plea for the reading of history in the *New York Post Literary Review*:

"To say that if the people of a nation are to manage its affairs and determine its policies they should know something of its history is simply to say that they must know its character. For how is character disclosed except by conduct? The saying is so trite it is almost valueless and has long gone unheeded. It is high time that some attention be paid to it. Those, moreover, who are frantically fearful of new nostrums and of violent convulsions in the body politic may be urged to read history. It is quieting to the nerves; it soothes without depressing, but it also clears the vision. It is good for the radical and the revolutionist, too, because he gets some idea of how steadily society has moved on from stage to stage and how the past has insisted on reproducing itself often in a new disguise. The violent reformer will be less ready to husband and fondle his pet cure-alls; he will find, if he thoughtfully reads, that the one thing we can't be rid of is the past; it not only dogs our footsteps, but we meet it face to face at the next turn of the road; and it simply will not be fashioned over in accord with the dictates of a formula. History reading is a wholesome diet for the conservative, for he will discover that, while the past cannot be destroyed, it cannot be preserved unaltered. The historical minded man is sure of one thing: the social order is going to change; for better or for worse change is coming; life is a series of accommodations and readjustments. The reader of history finds that while a generation of men are anxiously attentive to what appears to be the conspicuous tendency of their day there is and has been an unseen current carrying them towards a condition they have not dreamed of. He will probably find that no generation quite knows itself, because its deeper significance can be comprehended only when one sees its product, and the product is only fully disclosed by the next generation or succeeding stage. The impatient radical and the choleric conservative may, if they will, from history learn modesty, and may each gather respect for the opinion of the other. One of the trying and disturbing manifestations of modern American life is the mental immobility of the conservative, for conservatism so easily becomes obstinacy, and obstinacy begets intolerance, and intolerance makes fellowship and understanding impossible, and misunderstanding foment quarrels. Whether we like it or not, changes are going to come. Let the immobile minded man read history; he is likely to find, if it be real history, that he will be inclined not simply to watch the wake of the vessel, but to peer ahead to see whither the next turn of the wheel may take him."

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

GEORGE Madden Martin (Mrs. Attwood R. Martin), whose new novel, "March On" was recently published by Appleton, is now associate editor of *The Woman Citizen*, in which she is associated with Mrs. Cary Thomas, Mary Garrett Hay and Dorothy Canfield Fisher.

One of the new and interesting book departments which has been started within the last two months is that of James A. Hearn, West 14th Street, New York. This department is located on the fourth floor, and is combined with the Gift Shop.

The books are arranged in racks at the sides of the room, with tables directly in front of them, while the centre of the floor is given over to various types of merchandise suitable for presents. All classes of literature are included in the stock, a large portion of which is given over to religious books and articles. Children's books are given a prominent place, and they cover a wide variety of titles. This new department is in charge of Miss Grady, whose name is a new one to the book-trade, but who is, from the appearance of the department, going to accomplish things worth while.

Marion Cutter, the proprietor of the Children's Book Shop, 5 West 47th Street, is a contributor to the Sunday book page of the New York *Tribune*, writing on the subject of new books for children. Her column is given one of the most prominent places, and includes both chatty criticism and suggestions to parents for book selection. Miss Cutter has recently been elected First Vice-President of the Women's National Book Association.

The regular monthly meeting of the Women's National Book Association will be held at the Children's Book Shop on the evening of January 19. It is requested by the new president, Belle M. Walker, that as many members as possible attend, as there will be many things of interest discussed, among which is the proposed reduction of yearly dues from \$6 to \$3. Beside the business mentioned, there will be present two authors, who will address the members.

Plans are already under way for the annual dinner, and the heads of the committees are as follows:

Ticket: Alice Dempsey; Entertainment: Mrs. Robert E. Sherwood, assisted by Carolyn Ulrich and Sophie Kerr Underwood; Dinner: Virginia Smith Cowper.

A new venture in the world of books has been launched at 2255 Broadway, New York, in the form of a Catholic circulating library, which includes books for the old as well as the young. The books have been very carefully selected, and include works by Catholic and non-Catholic writers. Beatrice Ridder is in charge, and her catalog will include the best of recent books, together with titles in history, biography, science, travel, etc., by writers of yesterday and to-day. The works of Joyce Kilmer, Canon Sheehan, Maurice Francis Egan, John Ayscough for adults have been chosen, together with stories of Zane Grey, Eleanor Porter, Louisa M. Alcott and Thornton Burgess for the younger set.

Miss Ridder has tried to keep in mind, while making selections, the advice of a celebrated man to his son: "Keep good company or none." There is also a plan on foot to foster the book-owning habit, and books may be bought from the library as well as borrowed. If one does not wish to buy a new book, those which have seen a reasonable amount of service, may be purchased for a small sum.

The book store of Gimbel Brothers, New York, in charge of Alice Dempsey, enjoyed an old-time Christmas "rush" in all sections of the department. This was especially true of the Juvenile section, which this Christmas reaped a harvest from Children's Book Week. Miss Dempsey had two authors in her department on alternate days of that week, who held story-telling periods. They were David Cory, whose "Puss in Boots, jr." stories are popular among children and Howard Garis, who told all about Uncle Wiggley.

The Little Bookstore in East Sixtieth Street, New York, has an attractive correspondence card that gives a personal touch to all the notices that go out. This card is $4\frac{1}{4} \times 5\frac{1}{2}$ and has a decorative border with the name and address of the shop in a scroll across the top. There is a good sized writing space, and it can be mailed at the one cent postage rate. This forms a very effective way of notifying people about books that have come to hand which should be of special interest to them.

Sara Teasdale is at work on an anthology of poems for children, to be called "Rainbow Gold." The book will be illustrated by Dugald Stewart Walker and will be brought out next year by the Macmillan Company. Miss Teasdale will include about seventy poems from Chaucer to Robert Frost.

Obituary Notes

LEMUEL W. BANGS

LEMUEL W. BANGS for many years resident representative of Charles Scribner's Sons in England, died at his home in London on December 15th. Mr. Bangs, who was born in New York in 1840, was related to the well-known family of auctioneers of literary property. His uncle, Lemuel Bangs was the original Bangs of the house of Bangs, Merwin & Company. In early manhood he entered the employ of the Scribner house and in the course of time became manager of the foreign department which in those days was conducted as a separate business under the name of Scribner & Welford. When Mr. Welford, the resident London agent, died in 1885, Mr. Bangs became his successor and was permanently stationed there ever since. His knowledge of books and of publishing conditions was remarkable, and in addition to the regular importing business of the firm many important finds and purchases of literary rarities have distinguished his work. In his long London residence he made a host of friends and was a well-known figure in publishing circles. He was one of the comparatively few American members of the Garrick Club.

Scrantom, Wetmore & Company Becomes "Scrantom's Inc."

THE business of Scrantom, Wetmore & Company, Rochester, N. Y., has just been reorganized and hereafter will take the name of "Scrantom's, Incorporated."

Albert C. Walker and Joshua T. Gorsline recently purchased the interest of Lansing G. Wetmore in the partnership and incorporated the business, associating with them as stockholders Edward H. Walker, manager of the social stationery and engraving shops; Harry A. Tompkins, manager of the commercial stores, and Frank A. Davis, assistant manager; Howard L. Peak, manager of the wholesale department; D. Karl Medcalf, manager of the book store. Louis G. LaBorie, manager of the sporting goods and toy shop, and Ernest E. Gorsline general manager.

The Board of Directors of the corporation will consist of Albert C. Walker, president; Joshua T. Gorsline, treasurer; Edward H. Walker, Harry A. Tompkins and Ernest E. Gorsline.

The business was organized in May, 1868, by Elbert Henry Scrantom, who with Lansing G. Wetmore opened a book and stationery store at No. 10 State Street, under the name of Scrantom & Wetmore. A year later Albert C. Walker was called from New York to take charge of the book business as a third partner and some years later the firm became Scrantom, Wetmore & Company. The personnel of the firm remained unchanged until the death of the senior partner, Mr. Scrantom, in 1905, when Joshua T. Gorsline, who had joined the company in 1883 as financial man, entered the partnership.

Reduction in Postage Rates

THE Postmaster General announces that on and after January 1, 1922, the domestic postage rate of two cents an ounce or fraction thereof will apply to letters for Argentine, Brazil, Costa Rica, Ecuador, Jamaica and Martinique. Heretofore the regular rate of five cents applied to these countries.

Communications

Better Pay, Better Work

Albany, 27 December, 1921.

Editor, PUBLISHERS' WEEKLY:

Printers and binders, especially in New York City, are being paid more than ever before. Is there no way to insure better work than ever before?

A recent small shipment of books to this library shows—

"Letters From A Cat," put into the cover upside down.

Van Doren's "The American Novel," containing signature printed only on one side.

Rolt Wheeler's "Boy With the U. S. Inventors," with fourteen pages printed only on one side.

Is there no way in which such imperfections, and there are more of them than ever before, can get back, in the way of penalty, to the responsible workmen?

Very truly yours,

J. I. WYER.

Personal Note

EDWIN GILE RICH, General Manager of Small, Maynard & Company, is spending the month of January in London in connection with the publication plans of the house for the ensuing year.

Correction

"Medical Electricity," by Sinclair Tousey, published by W. B. Saunders Co., was listed in the "Weekly Record" of Dec. 10 as by Sinclair Terry.

Changes in Price

THE REILLY & LEE COMPANY

Announce a reduction in prices of all of their Graduation and School Memory Books, effective January 3, 1922.

Business Notes

ATLANTIC CITY, N. J.—Ogilvie's Book Store is a new concern recently opened at 33 South Pennsylvania Avenue.

CHICAGO, ILL.—C. F. Liebeck has recently moved into larger quarters, and has added stationery to the stock of books. The new address of the firm is 849 East 63 Street.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio; over 30 centimeters high); O (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

American book-prices current; a record of books, manuscripts and autographs sold at auction in New York, Boston, and Philadelphia, from September, 1919, to July, 1920; being the season of 1919-1920; compiled from the auctioneers' catalogs; [v. 26.] 17+1042 p. O '20 c. '21 N. Y., E. P. Dutton & Co., 681—5th Ave. \$20 n. [600 copies]

American Medical Association

Laws [abstract] and board rulings regulating the practice of medicine in the United States and brief statements regarding medical registration abroad; rev. to August 1, 1921; 31st ed. 236 p. fold. tabs. D c. '21 Chic., American Medical Assn., 535 N. Dearborn St. 60 c.

Armstrong, George S.

Essentials of industrial costing. 13+297 p. charts, forms, facsms., fold. diagr. O c. '21 N. Y., D. Appleton & Co., 35 W. 32nd St. \$5 n.

Partial contents: Economic development and necessity of costing; The purpose and functions of costing; The costing of depreciation, interest and power; The connection of costing with the general books and the preparation of monthly statements therefrom.

Bade, Jarret

The English dominicans. 236 p. O '21 N. Y., Benziger Bros., 36 Barclay St. \$6 n.

Baines, Arthur E.

Germination in its electrical aspect; a consecutive account of the electro-physiological processes concerned in evolution, from the formation of the pollen-grain, to the completed structure of the seedling; together with some further studies in electro-physi-

ology; with over 130 drawings from original photographs. 20+185 p. (1 p. bibl.) O '21 N. Y., Dutton \$6 n.

Baxter, George Owen

Free Range Lanning; a western story; front. by Edgar Wittmack. 11+303 p. D '21 N. Y., Chelsea House, 79—7th Ave. \$1.75

Beebe, Lucius M.

Fallen stars [verse]. 31 p. D [c. '21] Bost., The Cornhill Co., 2a Park St. bds. \$1.50 n.

Some of these poems appeared in *The American Poetry Magazine*, *The Berkshire Courier* and other papers.

Behenna, Catherine Arthur

Mystic songs of fire and flame; with an appreciation by Stanwood Cobb [verse]. 10+78 p. D [c. '21] Bost., Cornhill bds. \$1.50

Bowman, James Cloyd

On the Des Moines [verse]. 118 p. D [c. '21] Bost., Cornhill \$1.50

Braithwaite, William Stanley Beaumont, ed.

Anthology of magazine verse for 1921; and year book of American poetry. 13+294 p. O [c. '21] Bost., Small, Maynard & Co., 41 Mt. Vernon St. bds. \$1.50

Broadhurst, Jean

All thru the day the Mother Goose way; Mother Goose's children of long ago; what gave them pains and aches and what made them grow. no paging il. D [c. '21] Phil., J. B. Lippincott Co., East Washington Sq. bds. 75 c.

Jingles and rhymes which will help children form good health habits.

American Institute of Mining and Metallurgical Engineers

Handbook of mining in the Lake Superior region; prepared for the Lake Superior meeting of the American institute of mining and metallurgical engineers held in August, 1920; Section 1, by Alexander N. Winchell; Section 2, by Engineers club of northern Minnesota and Duluth engineers club. 260 p. front. (por.) il. pls. fold. maps diagrs. O '20 N. Y., American Inst. of Mining and Metallurgical Engineers, 25 W. 39th St. \$3

American (The) Library institute papers and proceedings, 1920; 1921 [2 v.] 58; 71 p. O '21 Chic., American Library Assn., 78 E. Washington St., pap. pt. 1, \$1; pt. 2, \$2

Bamford, Edwin Fitton

Social aspects of the fishing industry at Los Angeles harbor. 15 p. tabs. O (Studies in sociol-

ogy; sociological monograph, no. 18; v. 5, no. 2) Los Angeles, Cal., Southern Cal. Sociological Soc.; Univ. of Southern California pap. 20 c.

Beach, L. M.

Sand and gravel in 1920. various paging tabs. O (Dept. of the Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Berry, Edward Wilber

Tertiary fossil plants from Venezuela. various paging pls. O (No. 2388; from the proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Blaisdell, Frank E., sr.

New species of melyridae, chrysomelidae and tenebrionidae (coleoptera) from the Pacific coast; with notes on other species. various paging il. O (Univ. ser., biological sciences, v. 1, no. 3) '21 Stanford Univ., Cal., Stanford University pap. \$1

Bryn, Servaas de

De engelsche meester; self-instructor for Dutch to learn English [3 v. in 1]. 585 p. D '21 Milwaukee, Wis., C. N. Casper & Co., 454 E. Water St. \$3 n.

Burnham, Smith

The making of our country; a topical history of the American people; il. with 334 engravings in black and white, 51 maps, and 8 col. pls. from the J. L. G. Ferris collection of American historical paintings. 16+637 p. col. front. il. col. pls. maps O [c. '21] Phil., J. C. Winston Co., 1006 Arch St. \$3 n.

[Callahan, George]

Health and life; health methods, modern discoveries relating to food, rules for mind development, efficiency and success; 6th ed. 5+200 p. D '21 N. Y., G. Callahan & Co., 218 Front St. \$2

Cheel, Ernest C.

Co-operative accounting; pt. 1, Store records and accounts as worked out by Henry F. Christensen; pt. 2, Co-operative book keeping. 15 p. fold. forms O c. '20 N. Y., The Co-operative League of America, 2 W. 13th St. pap. 50 c.

Cobb, Percival B.

Songs of the world [verse]. 65 p. D [c. '21] Bost., Cornhill bds. \$1.50 n.

Corthell, Roland

On the sidewalk. 61 p. D [c. '21] Bost., Cornhill bds. \$1.25 n.

Short sketches of life in the crowded city street.

Dante Alighieri

La divina commedia; the divine comedy of Dante Alighieri; by Melville Best Anderson. 449 p. il. O [c. '21] Yonkers, N. Y., World Bk. Co., 333 Park Hill bds. \$20 bxd. [390 copies]

Danysz, Jan

The evolution of disease; with a discussion of the immune reactions occurring in infectious and non-infectious diseases; a theory of immunity, of anaphylaxis and of anti-anaphylaxis; tr. by Francis M. Rackemann. 12+194 p. il. O '21 Phil., Lea & Febiger, 706 Sansom St. \$2.50 n.

Davis, George Wesley

Sketches of Butte. 6+179 p. il. D '21 Bost., Cornhill \$1.75 n.

De Leon, Daniel

Anti-Semitism; its cause and cure. 26 p. front. (por.) D c. '21 N. Y., New York Labor News, 45 Rose St. pap. 25 c.

Drever, James

The psychology of industry. 11+148 p.

(2½ p. bibl.) D '21 N. Y., Dutton \$2.50 n.

Partial contents: The intelligence of the worker; The vocational fitness of the worker; The study of fatigue; Work and rest periods; Other factors influencing efficiency of work; A foot-rule for intelligence-testing.

Duran, Leo, tr.

Plays of old Japan. 12+127 p. col. front. D c. '21 N. Y., Thomas Seltzer, 5 W. 50th St. \$2.50 n.

Folk plays that have grown out of the life and spirit of the people.

Eagle, Edward E.

The hope of the future; forewords and messages by Hon. Warren Gamaliel Harding; Hon. David Lloyd George, Hon. Arthur Meighan, Hon. William Morris Hughes, Hon. William Massey, Sir James Craig. 9+141 p. front. (por.) pors. O [c. '21] Bost., Cornhill \$2 n.

An interpretation of the life, customs and the spirit of the British Empire, especially of the Dominions.

Eaton, Mrs. Charlotte

Stevenson at Manasquan; with a note by Francis Dickie on the yacht Casco and six Stevenson portraits by George Steele Seymour. 48 p. il. S (Little Bookfellows ser.) [c. '21] Chic., The Bookfellows, 4917 Blackstone Ave. bds. \$1.50 n.

Elliot, Robert Henry

The care of eye cases; a manual for the nurse, practitioner and student; with 135 illustrations. 12+172 p. O (Oxford medical pub.) '21 N. Y., Oxford Univ. Press, 35 W. 32nd St. \$4.50 n.

Emerson, John, and Loos, Anita [Mrs. John Emerson]

Breaking into the movies. 5+115 p. front. pls. D [c. '21] N. Y., James A. McCann Co., 186 W. 4th St. \$1.50 n.

Eucken, Rudolf Christof

Rudolf Eucken, his life work and travels; by himself, tr. by Joseph McCabe; [with a list of the works of Eucken tr. into English, 1p.] 216 p. front. (por.) O '22 N. Y., Charles Scribner's Sons, 597-5th Ave. \$3 n.

Faxon, Frederick Winthrop, ed.

Annual magazine subject-index, 1920; including as pt. 2 The dramatic index, 1920; [2 v. in 1.] various paging O '21 Bost., The F. W. Faxon Co. \$15 n.

The dramatic index for 1920; covering articles and il. concerning the stage and its players in the periodicals of America and England and including the dramatic books of the year; compiled with the co-operation of librarians. 289 p. O '21 N. Y., The F. W. Faxon Co., 83 Francis St. \$7.50 n.

Committee on Manufacturing Risks and Special Hazards

Structural defects influencing the spread of fire; suggestions for their elimination and protection; [rev. ed.] 18 p. diags. plans O ['16-'21] Bost., National Fire Protection Assn., 87 Milk St. pap. 10 c.

Department of the Interior. U. S. Geological Survey

Forty-second annual report of the Director of the U. S. Geological Survey [George Otis Smith], to the Secretary of the Interior; for the fiscal year ended June 30, 1921. 108 p. tabs. fold. map O '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

De Valera, Eamon

India and Ireland. 24 p. S '20 N. Y., Friends of

Freedom for India, 799 B'way; Room 536 pap. 25 c.

Dunlop, J. P.

Gold and silver in 1919; general report; pub. October 31, 1921. various paging tabs. fold. chart O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Eggleston, DeWitt Carl

An ideal accounting system for a retail bookstore; [including chapters on Control by means of accounting system; Income tax requirements; Analysis of expenses; Stock turnover; Cash book; Purchase journal.] 8 p. O [n. d.] N. Y., National Assn. of Book Publishers, 334 5th Ave. pap. gratis

Fellowes, Edmund Horace

The English madrigal composers. 364 p. O '21 N. Y., Oxford Univ. Press \$7.20

Fitzpatrick, Benedict

Ireland and the making of Britain; with map of medieval Ireland and Britain. 15+363 p. fold. col. map O '22 c. '21 N. Y., Funk & Wagnalls Co., 354—4th Ave. \$4 n.

A study of the historic relations between Ireland and England.

Fletcher, Jefferson Butler

Symbolism of the Divine comedy; pub. by Columbia university in commemoration of the 600 anniversary of Dante's death; introd. by Nicholas Murray Butler.] 8+245 p. D c. N. Y., Lemcke & Buechner, 32 E. 20th St. \$2 n.

Flower, Sydney Blanshard

The new thought system of dietetics. 95 p. S (No. 4, One-best-way ser. of New Thought bks. [c. '21] Chic., New Thought Bk. Dept., 722 Sherman St. \$1

Partial contents: The calories of food; Food values in handy form; Milk, the perfect food; The right diet for the office worker; The right diet for the fat man and woman; The over-refining of foods.

Gaynor, John J.

The wine of withery [verse]. 111 p. S [c. '21] N. Y., J. T. White, 70—5th Ave. bds. \$1

Gleason, Martin F.

First steps in water color painting. 100 p. il. O c. Milwaukee, Wis., Bruce Pub. Co. \$1.25 n.

Guest, Gilbert, pseud. [Sister Mary Angela]

Loretta; the sunshine of the convent; a novel. 7+175 p. D '21 Omaha, Neb., [The Author], 1424 Castellar St.

Hagy, H. F.

Eight hundred receipts worth their weight in gold; including perfumes, tooth-powders, hair washes and oils, cosmetics, preserving, cakes and puddings, etc. 320 p. S '21 Milwaukee, Wis., Casper \$1

Hall, Guillermo Franklin

Poco a poco; vocabulary ed. 343 p. il. O (New world Spanish ser.) [c. '21] Yonkers, N. Y., World Bk. Co. \$1.64 n.

Ham, Charles

Outline of modern European history; 1700-1920. 4+92 p. O (Review bk. ser.) [c. '21] N. Y., Globe Bk. Co., 175—5th Ave. 67 c.

Hamilton, Frederick Spencer

The vanished pomps of yesterday; being some random reminiscences of a British diplomat; new and rev. ed. 13+362 p. O '21 N. Y., G. H. Doran Co., 244 Madison Ave. \$4 n.

Hanna, W. Walker

The Cuban insurrecto; in blank verse; a military drama; other choice and popular poetry including Which chose the best; To find heaven; The soldier of the sea; The United States navy; The army of the U. S. A.; also essays, stories, addresses, etc., including Alaska and its resources and concluding with the great war of 1914 its causes. 10+158 p. front. (por.) pls. pors. D [c. '21] N. Y., [Author], 455 W. 22nd St. \$2.50 n.

Harrison, Marguerite E.

Marooned in Moscow; the story of an American woman imprisoned in Russia. 8+322 p. front. (por.) O [c. '21] N. Y., Doran \$3 n.

The story of a woman newspaper correspondent who spent eighteen months in Soviet Russia, telling merely what she saw there of the social and economic life.

Hart, Louise

Poems. 45 p. D [c. '21] Bost., Cornhill bds. \$1.50

Haseltine, Burton

Griffonage; poems; with designs by Mildred Ross. 16 p. pls. O [c. '21] Chic., The Bookfellows pap. 50 c. [250 copies]

Hémon, Louis

Maria Chapdelaine; a tale of the Lake St. John country; tr. by W. H. Blake. 288 p. D c. '21 N. Y., The Macmillan Co., 66—5th Ave. \$2 n.

The love story of a daughter of a Canadian pioneer.

Homer

The story of the Iliad; retold by F. S. Marvin, R. J. G. Mayor and F. M. Stawell. 224 p. front. il. S [The kings' treasures of literature] [n. d.] N. Y., Dutton 70 c. n.

Immel, Ray Keeslar

The delivery of a speech; a manual for Course I in public speaking. 333 p. D c. '21 Ann Arbor, Mich., George Wahr \$1.80 n.

Partial contents: The nature of a good speech; Fundamental qualities of delivery; Formal qualities of delivery-action; Formal qualities of delivery-voice; Suggestions for memorizing.

Gray, Lewis Cecil, and Turner, Howard Alfred

Buying farms with land bank loans; a study based on the experience of 2700 farmers who have borrowed money through federal farm loan banks. 27 p. maps O (U. S. Dept. of Agric., bull. no. 968) '21 Wash., D. C., Gov. Pr. Off., Suppl. of Doc. pap. 5 c.

Greve, Frederick William, and Martin, R. R.

Flow of water through, 4, 6, 8 and 10-inch galvanized spiral riveted steel pipe. 32 p. tabs. diagrs. O (Pub. of the Engineering dept., v. 5, no. 2, bull. no. 8) O Lafayette, Ind., Purdue University pap.

Griffith, Reginald Harvey

The great torch race; an address delivered at the dedication of the Wrenn library. no paging O [n. d.] Austin, Tex., University of Texas pap.

Hall, W. L., comp.

Handbook of the Virginia state library. 36 p. O (Bull., v. 14, no. 1) '21 Richmond, Va., Virginia State Library pap.

Hasselman, Frank G.

The breeding of skunk; and other fur-bearing animals. 12 p. pls. O (Pub. no. 17) '21 Indianapolis, Ind., The Dept. of Conservation; Division of Fish and Game pap.

Hegner, Robert Wilhelm, and Cort, William W.

Diagnosis of protozoa and worms parasitic in man. 72 p. (1½ p. bibl.) il. tabs. D '21 Balt., The Johns Hopkins Univ. School of Hygiene and Public Health bds. gratis.

International Conciliation

Present problems of the commonwealth of British nations; conference of Prime Ministers and representatives of the United Kingdom, the Dominions and India, held in June, July and August, 1921. various paging D (No. 167) '21 N. Y., American Assn. for International Conciliation, 407 W. 117th St. pap.

Washington conference on the limitation of armaments; December, 1921; [addresses of Mr. Harding, Mr. Hughes, Mr. Balfour, Baron Kato, Mr. Briand and others.] various paging D (No. 166) N. Y., Am. Assn. for International Conciliation pap.

Jefferson, Mark Sylvester William

The rainfall of Chile; Am. geological society's expedition to A. B. C. countries in 1918, no. 2. 32 p. tabs. diagrs. fold. map D (Am. geographical society research ser., no. 7) c. '21 N. Y., American Geographical Society pap. 75 c.

Recent colonization in Chile; American geographical society's expedition to A. B. C. countries in 1918, no. 1. 52 p. front. pls. maps (part. fold.) D (Am. geographical soc. research ser., no. 6) c. '21 N. Y., American Geographical Society, B'way & 156th St. pap. 75 c.

Kenyon, Doris

Humorous monologues; [2nd ed. rev. and enl.] 67 p. S [c. '21] N. Y., J. T. White pap. 50 c.

Kingsford, S. M.

Psychical research for the plain man. 6+271 p. D '20 N. Y., Dutton \$2.50 n.

Partial contents: Telepathy; Clairvoyance; Trance mediums; Automatic writings and cross correspondences; Premonitions and death warnings; Haunted localities.

Leventhal, Murray Jerome

Plane and spherical trigonometry. 3+42 p. diagrs. D (Review bk. ser.) [c. '21] N. Y., Globe Bk. Co. pap. 53 c.

Littlefield, Louis

High points of auction bridge; brief suggestions for beginners and others; ed. by Bramwell Davis. 52 p. il. D [c. '21] Charleston, Miss., The Mississippi Sun pap. \$1 n.

Loane, George G., comp.

A book of story poems. 224 p. front. (por.) S (The kings' treasures of literature) [n. d.] N. Y., Dutton 70 c. n.

Poems by Scott, Browning, Tennyson, Keats, Shelley, Cowper, Goldsmith, Thackeray, Bret Harte, and others.

Lubsch, Ben Jehudah

Perspective: an elementary text book; 3rd ed., enl. 10+115 p. pl. diagrs. (part fold. D '21 N. Y., D. Van Nostrand Co., 8 Warren St. \$2 n.

Lutz, Frank Eugene

Field book of insects; with special reference to those of northeastern United States, aiming to answer common questions; 2nd ed., rev. and enl., with about 800 il., many in color. 9+562 p. col. front. il. col. pls. D '21 N. Y., Putnam, 2 W. 45th St. \$3.50 n.

Macaulay, Thomas Babington Macaulay, 1st baron

Macaulay's essay on John Hampden; with

Bulwer Lytton's essay on Lord Falkland; ed. by R. T. Rees, 142 p. S (The kings' treasures of literature) [n. d.] N. Y., Dutton 70 c. n.

McCombs, William F.

Making Woodrow Wilson president; ed. by Louis Jay Lang. 309 p. front. (por.) facsms. O [c. '21] N. Y., Fairview Pub. Co., 342 Madison Ave. \$2.50 n.

Partial contents: Gensis of Wilson's presidential campaign; McCombs in command; The Baltimore convention; Insiders and outsiders; McCombs retires as chairman.

McCullough, Ernest

Practical structural designs; a text and reference work for engineers, architects, builders, draftsmen and technical schools; especially adapted to the needs of self-tutored men; 2nd ed., rev. and enl. 317 p. tabs. diagrs. O '21 N. Y., U. P. Bk. Co., 241 W. 39th St. \$3 n.

MacDonagh, Michael

The pageant of Parliament; 2 v. 252; 231 p. fronts. O [n. d.] N. Y., Dutton \$14 n.

The life and duties of a Parliament in all its moods, written by a journalist who "covered" Parliament for about thirty-five years.

McMurry, Frank Morton, and Parkins, Almon Ernest

Elementary geography. 6+322 p. front. il. maps (part col.) O c. '21 N. Y., Macmillan 96 c. n.

Mantle, Burns i.e. Robert Burns, ed.

The best plays of 1920-21, and the year book of the drama in America. 6+471 p. D [c. '21] Bost., Small, Maynard & Co., 41 Mt. Vernon St. \$2 n.

Mathews, Shailer, and Smith, Gerald Birney, eds.

A dictionary of religion and ethics. 7+513 p. (28 p. bibl.) O '21 N. Y., Macmillan \$8 n.

Maxwell, Gordon Stanley

The naval front; il. in col. and monochrome by Donald Maxwell. 12+203 p. col. front. pls. (part col.) O [20] N. Y., Macmillan \$10 n.

Partial contents: Two German raiders and their fate; The British submarines and the Heligoland Bight action; The battle of Dogger Bank; The battle of Jutland; The Dover patrol; In the Mediterranean Sea; The merchant service in the war; The American navy in the war.

Jordan, John P., and Harris, Gould Leach

Problem appendix for Cost accounting principles and practice. various paging O '21 N. Y., Ronald Press, 20 Vesey St. [sold only direct to instructors] apply

Kayhart, Lemuel

Childhood's happy home and other verses. 19 p. S [c. '21] Boonton, N. J., [Author] pap. \$1

Library of Congress. Division of Maps

Notes on the cataloging, care and classification of maps and atlases including a list of publications compiled in the Division of maps; rev. ed. by Philip Lee Phillips. 21 p. obl. S '21 Wash., D. C., Gov. Pr. Off., Library Branch

Loughlin, Gerald Francis, and Coons, A. T.

Lime in 1920; pub. Nov. 3, 1921. various paging

tabs. O (Dept. of the Interior; U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

McAllister, Duncan McNeil

A description of the Hawaiian temple of the Church of Jesus Christ of Latter-day Saints; erected at Laie, Oahu, Territory of Hawaii; and a statement concerning the purposes for which it has been built. 30 p. pl. D c. '21 Salt Lake City, Utah, Church of Jesus Christ of Latter-day Saints pap. 25 c.

McGregor, Richard Crittenden

Index to the genera of birds. 185 p. O (Dept. of Agric. and natural science; Bu. of Science; pub. no. 14) '20 Manila, P. I., Dept. of Agriculture and Science pap. \$1

Meadowcroft, William Henry

The boy's life of Edison; with autobiographical notes by Mr. Edison. 11+366 p. front. pls. pors. D [c. '21] N. Y., Harper & Bros., 325 Pearl St. \$1.75 n.

Minster, Leopold

Retail profits, turnover and net worth; simple methods of determining gross profit, expense and net profit in any size store; with concise forms for approximating stock on hand every month, week or day, and finding average stock and turnover; [reprinted from Atlantic Coast Merchant.] 48 p. il. forms O [c. '21] N. Y., The U. P. C. Bk. Co. pap. \$1 n.

Murray, Margaret Alice

The witch-cult in western Europe; a study in anthropology; with appendixes, bibliography and index. 304 p. O '21 N. Y., Oxford Univ. Press \$5.65

Neihardt, John Gneisenau, ed.

The poet's pack; poems by 46 Bookfellows. 150 p. S (Bookfellow ser. v. 3) [c. '21] Chic., The Bookfellows bds. \$2 n.

Ninde, Edward S.

The story of the American hymn. 429 p. front. (facsm.) pls. pors. O [c. '21] N. Y. and Cin., The Abingdon Press, 150 5th Ave. \$3.50 n.

A series of connected sketches to give a general view of the American hymn in the various stages of its development.

North, Eric McCoy

The kingdom and the nations. 239 p. front. pls. D [c. '21] West Medford, Mass., The Central Committee on the United Study of Foreign Missions pap. 50 c.; 75 c.

O'Brien, Edward Joseph Harrington [Arthur Middleton, pseud.]

Distant music. [verse] 3+75 p. S [c. '21] Bost., Small, Maynard \$1.50 n.

Phillips, R. Randal, and Woolrich, Ellen

Furnishing the house. 152 p. col. front. pls.

O '21 N. Y., Scribner bds. \$3.50 n.

Suggestions for beautifying the home of moderate means.

Phillipotts, Eden

Eudocia; a comedy royal. 3+300 p. D '21 N. Y., Macmillan \$2 n.

Plato

The laws of Plato; the text ed. with introd., notes, etc. by E. B. England; 2 v.; v. 1, Bks. 1-6; v. 2, Bks. 7-12. 10+785; 5+668 p. D (Pub. of the Univ. of Manchester; Classical ser. no. 4) '21 N. Y., Longmans, Green & Co., 4th Ave. and 30th St. \$3 n. ea.

Pope, Thomas Alder

Exercises of St. Gertrude. 188 p. D '21 N. Y., Benziger Bros. 85 c. n.

Portapovitch, Stanislaw

The Porta-Povitch five step; a new society dance creation; special instructions. 8 p. pls. music O [c. '21] N. Y., E. T. Paull, 242 W. 42nd St. pap. \$10

Richmond, Henry Droop

Dairy chemistry; a practical hand-book for dairy chemists and others having control at dairies. 490 p. il. O [c. '20] Phil., Lippincott, E. Washington Sq. \$6 n.

Robinson, Eliot Harlow

Smiling pass; being a further account of the career of "Smiles"; a Rose of the Cumberland; il by John Ross. 12+389 p. col. front. pls. D '21 Bost., The Page Co., 53 Beacon St. \$1.90 n.

Roehl, Louis Michael

Rope work. 47 p. il. O [c. '21] Milwaukee, Wis., Bruce Pub. Co., 29 Michigan Ave. bds. 80 c. n.

Rostand, Edmond

Plays of Edmond Rostand; tr. by Henderson Daingerfield Norman; il. by Ivan Glidden; 2 v. 9+360; 370 p. fronts. pls. O c. N. Y., Macmillan \$10.50 n. bxd.

Contents: Romantics; The princess far away; The woman of Samaria; Cyrano de Bergerac; The Eaglet and Chanticleer.

Nardi, pseud.

Poems. 44 p. D '21 Cedar Rapids, Ia., [Author] priv. pr.

Martin, Everett Dean

The mob mind vs. civil liberty; [extracts from the author's Behavior of crowds.] 31 p. c. '20 N. Y., American Civil Liberties Union, 138 W. 13th St. pap. 10 c.

Northern Baptist Convention

Baptist doctrines; addresses delivered at the North American pre-convention conference, Des Moines, Iowa, June 21, 1921. 147 p. D [c. '21]

Otis, Arthur Sinton

Otis group intelligence scale; manual of directions for primary and advanced examinations; 1921 revision. 80 p. tabs. D [c. '18-'21] Yonkers, N. Y., World Bk. Co. pap. 40 c. n.

Parsons, Henry Browne, and others

Parsons' practice manual of the state of New York, containing the Civil practice act and Surrogate's court act, with sections annotated with notes showing derivation thereof, with reference notes and cases construing and applying such sections, containing also tables showing distribution of sections of the Code of civil procedure; the Justice

court act; Court of claims act; New York city Municipal court code; New York City court act; sections transferred from the Code of civil procedure to the Consolidated laws; Arbitration law; Condemnation law; General construction law; rent laws; rules of the Court of appeals; rules of civil practice; rules of the Appellate division, all departments; special rules of the Supreme court, first judicial district; rules of the City court of the city of New York; rules of the Municipal court of the city of New York; and rules of the Appellate terms, first and second departments, as amended to the end of the legislative session of 1921, by Frank B. Gilbert, Austin B. Griffin and John T. Fitzpatrick; with complete indexes prepared by Alden I. Rosbrook. 91+1357 p. O '21 N. Y., Baker, Voorhis & Co., 45 John St. \$9 n.

Paulson, David

Footprints of faith. 118 p. front. (por.) D '21 Hinsdale, Ill., The Life Boat Pub. Co. \$1

Rowan, James

The I. W. W. side of the lumber industry and its autocratic control over labor. 64 p. D '21 Seattle, Wash., Raymer's Old Bk. Store, 1330 First St. pap. 25 c.

Rotogravure album of New York. 64 p. pls. obl. O [c. '21] N. Y., Williamsburg Post Card Co., 25 Delancy St. pap. 75 c.

Spiers, F. S., ed.

The microscope; its design, construction and application. 260 p. il. pls. D '21 Phil., Lippincott \$5 50 n.

Squire, John Collings [Solomon Eagle, pseud.], ed.

A book of women's verse; ed. with a prefatory essay; [containing verses by American and English writers.] 32+192 p. O '21 N. Y., Oxford Univ. Press \$3.75 n.

Statesman's (The) year-book, 1921; statistical and historical annual of the states of the world for the year 1921; ed. by Sir John Scott Keltie and M. Epstein; 58th annual ed. 44+1544 p. maps D N. Y., Macmillan \$7.50 n.

Stobart, John Clarke

The grandeur that was Rome; a survey of Roman culture and civilization; [2nd ed. rev.] 28+351 p. (2½ p. bibl.) front. (por.), il. pls. pors. (part col.) O maps (part col. and part fold.) [20] Phil., Lippincott \$7.50 n.

Svensen, Carl Lars

Machine drawings; a text and problem book for technical students and draftsmen. 8+214 p. il. diagrs. O '21 N. Y., Van Nostrand Co. \$2.25 n.

Swan, Giles John

Review questions in American history, including regents' and college entrance board examination questions. 79 p. D (Review bk. ser.) [c. '21] N. Y., Globe Bk. Co. pap. 40 c.

Torrey, Reuben Archer

The importance and value of proper Bible study; how properly to study and interpret the Bible. 11+113 p. D [c. '21] N. Y., Doran \$1 n.

Turberville, Arthur Stanley, and Howe, F. A.

Great Britain in the latest age; from Laissez Faire to state control. 6+342 p. D '21 N. Y., Dutton \$3.50 n.

A brief survey of the achievements of the British people during the last hundred years.

Tynan, Katherine Hinkson [Mrs. Henry Albert Hinkson]

Deny's the dreamer. 259 p. O '21 N. Y., Benziger Bros. \$2 n.

United Typothetae of America, comp.

Practical apprenticeship for printers; suggestions concerning the training of apprentices for the printing office. 12+149 p. O c. Chic., United Typothetae of America; Dept. of Education, 608 S. Dearborn St. bds. \$2.50 n.

Partial contents: Advertising composition; Applied technical instruction; Arithmetic for printers; Book composition; Comparative apprentice pay increase; Craftsmanship requirements; What a compositor should know; Why the printing industry offers good opportunities.

Ward, Mrs. Lydia Avery Coonley

The melody of life [verse]. 145 p. front. (por.) D '21 N. Y., J. T. White \$2 n.

Warren, Charles Hyde

A manual of determinative mineralogy; this manual has been written especially for use in a general course in mineralogy. 9+163 p. tabs. D '21 N. Y., McGraw-Hill, 370-7th Ave. \$2 n.

Webster, Nesta H. [Mrs. Arthur Webster]

World revolution; the plot against civilization. 11+328 p. fold. diagr. O [c. '21] Bost., Small, Maynard \$3.50 n.

White, Rev. Gilbert

The natural history of Selborne abridged and ed. by Edward Step. 256 p. front. S (The kings' treasures of literature) [n. d.] N. Y., Dutton 70 c. n.

Whitnall, Samuel Ernest

The anatomy of the human orbit and accessory organs of vision; il. largely by photographs of actual dissections. 11+428 p. (20 p. bibl.) O (Oxford medical pub.) '21 N. Y., Oxford Univ. Press \$12 n.

Wilde, Oscar Fingall O'Flahertie Wills

The sphinx. 36 p. il. Q '20 N. Y., Dodd, Mead & Co., 4th Ave. and 30th St. \$7.50 n.

Wilkins, Lawrence Augustus, and Alpern, Hymen

Exercise book in Spanish; a drill and exercise book on the subjunctive, idioms, pronouns, and irregular verbs. 88 p. D [c. '21] N. Y., Globe Bk. Co. 92 c.

Williams, Selden Thornton, and Pile, Joseph Howard

The automobile repairman's helper; [2nd ed.]; 2 v. 525 p. ea. il. diagrs. O [c. '21] N. Y., U. P. C. Bk. Co. \$10 n.

Willoughby, George A.

Practical electricity for beginners. 104 p. diagrs. D [c. '21] Peoria, Ill., The Manual Arts Press \$1 n.

Written for use in junior and small high schools, grammar grade classes, continuation schools, vocational schools and for the amateur at home.

Wilson, H. B., and Lull, H. G.

The redirection of high school instruction. 286 p. diagr. D (Lippincott school project ser.) [c. '21] Phil., Lippincott \$1.60 n.

Witham, G. I.

The guarded room. 309 p. D '21 N. Y., Dodd, Mead \$2 n.

Wood, Ge-Zay

China, the United States and the Anglo-Japanese alliance. 8+176 p. D [c. '21] N. Y. & Chic., Fleming H. Revell Co., 156-5th Ave. \$2 n.

A history of the alliance, in which the author points out why it should not be renewed.

The Chino-Japanese treaties of May 25, 1915. 151 p. D [c. '21] N. Y. & Chic., Revell \$2 n.

A companion volume to "The twenty-one Demands," giving the legal, political, economic and moral reasons for the abrogation of the treaties.

The twenty-one demands; Japan versus China. 178 p. D [c. '21] N. Y., & Chic., Revell \$2 n.

A study of the Chino-Japanese question.

World (The) almanac and encyclopedia, 1922. 248+880 p. tabs D c. '21 N. Y., Press Pub. Co., Pulitzer Bldg. pap. 35 c.; 75 c.

Young, Donnell B., comp.

Songs and poems of Woods Hole. 36 p. T '21 Woods Hole, Mass., The Book Shop pap. 60 c.

Rare Books, Autographs and Prints

THE United States Government has reserved a plot of ground at Fort Henry on which it has decided to erect a monument to Francis Scott Key, author of the Star Spangled Banner.

Members of the thirty-sixth annual convention of the American Historical Association held at St. Louis last month continued the advocacy of an archives building at Washington for the safer keeping of public documents.

Alfred Goldsmith, the Lexington Avenue bookseller, has printed a little brochure entitled, "A Note on the Portraits of Walt Whitman," written by Sadakichi Hartmann, who is of the opinion that the painted portraits of the Grey Poet were not especially successful. The best portraits we have are undoubtedly due to the art of photography.

The centenary of William Collins, the English poet and author of "The Ode to the Passions," born in the last week in 1721, altho a minor poet, did not pass unnoticed in England. The growing custom of celebrating the centenaries of those who have rendered conspicuous service to literature, art and science by exhibitions in public libraries, addresses in educational institutions and tributes to their memory in the press and periodicals is a beautiful one. In recent years it has been growing in this country much to our credit.

Early in the New Year Knight, Frank & Rutley of London will sell the remainder of the autographs collected by Henry G. Bohn, the famous Victorian publisher. The first portion was sold some weeks ago in London when the Burns manuscripts brought high prices. The coming sale will be of special interest to Shelley collectors, coming in the year of the centenary of the poet's death and containing some extraordinary documents, letters and manuscripts, among them his will written at Geneva, July 24, 1816, accompanied by a letter providing for Harriet Westbrook, the poet's first wife, whose death occurred a few months later.

The American Art Association will have several important print sales this month. On January 12 a collection of etchings and engravings by Whistler, Haden, Haig, Cousins, Ward, Duer and other masters will be sold. On January 13 rare Whistleriana from the estate of William Heinemann, the London publisher, will be sold. This collection includes etchings, lithographs, 230 unpublished Whistler letters, books and brochures relating to Whistler and several hundred letters by notables of the nineteenth century from the estate of Thomas Hepp, of Cornwall, England, the collection of Miss Susan Minns of Boston, and Sydney Pawling, a partner in the firm of William Heinemann.

The first book sale of the New Year at the Anderson Galleries will be held January 17, when the library of the late Albert J. Morgan, of Larchmont, N. Y., will be dispersed. The distinctive feature of the library is the many fine sets of American, English and French authors, among them such choice editions as the American Statesmen Series, 40 vols., Boston, 1898-1916; a collected set of the first editions of the "Historical Writings," of Martha W. Freer, 19 vols., 1854-66; Hawthorne's "Writings," 23 vols., Boston, 1900-02, autograph edition; Irving's "Complete Works," 40 vols., New York, 1895, author's autograph edition; a collected set of the first editions of the "Historical Writings" of Jesse, 23 vols., London, 1840-75; Kipling's "Writings," 20 vols., 1897-1920, limited Outward Bound edition on Japan paper; and a collection of the "Works" of Horace Walpole 30 vols., London, 1806-59.

A recent issue of *The Irish Times* of Dublin printed a letter from a correspondent alleging that a "large number of faked autographed volumes" at the "substantial valuations of the genuine article" are "being manufactured for our American cousins." The writer did not state whether these are the books of Irish or English authors or of books published in Dublin or London. Most well-informed American collectors have been growing a bit cautious in paying high prices for association books from abroad without being properly safe guarded. Some of the most active American collectors prefer to buy thru a responsible American dealer who is an expert on books of this character and guarantees the genuineness of the books he sells. If there is an error of the kind described it is easier to get satisfaction from a reliable dealer in New York than a fakir in a European city.

An obituary notice of the late William F. Gables, the Pennsylvania collector, written by Charles F. Hartman and printed in his last sales catalog, has been the cause of not a little comment. In the concluding paragraph in a few words addressed directly to Mr. Gables' son, Mr. Hartman says that "there are a half dozen booksellers whining around because Gables died and left a few small bills unpaid and they are worrying as to how long it will take the estate to settle. 'Pay the rats quickly' and may the money be poison to them." George H. Sargent, of the Boston *Transcript*, has referred to the incident as one of the "asperities rather than the amenities of book collecting." We do not know what basis Mr. Hartman had for writing these words, but they should not be permitted to create a wrong impression which they might quite easily do. William F. Gables was one of the most constant and fairest of collectors.

He bought widely from rare book dealers and contracted no bills that will not be paid as promptly as the settlement of his estate will allow. The booksellers who knew him the best and had the largest dealings with him are not giving the matter any concern. When they learned of his death the first loss generally mentioned on the street was that of a true friend—not merely that of a good customer—altho no bookseller who had had long relations with him could overlook the loss to the rare book-trade which his death brought. The misunderstanding that Mr. Hartman's remarks are likely to create may do him more harm than any one else. The number of booksellers that had open accounts with Mr. Gables was very large and they are all quite likely to resent being called "rats" or being given "poison." Even tho Mr. Heartman felt justified in speaking plainly these words under the circumstances were unfortunate because they were so likely to give an impression broader than intended.

The exhibition of first editions, association books, autograph letters, documents and manuscripts comprising English literature from Chaucer to Conrad, together with important smaller collections of French illustrated books of the eighteenth century and rare Americana held last month by the Rosenbach Company at 273 Madison Avenue has been generally regarded as the finest of its kind ever held in this country. Most of the important authors in this long period of three centuries were represented frequently by their greatest rarities and sometimes by collections of unrivalled importance. For instance, in the case of Shakespeare there were the four folios and thirty-six quarto plays from 1600 to 1676. Dickens was represented practically by all of his first editions, over fifty presentation or association items, among them the incomparable copy of "Pickwick Papers" in the original parts with presentation inscriptions to Mary Hogarth on fourteen of the nineteen wrappers; the Thackeray lots, if less numerous, were extraordinary, containing all of the greatest rarities in the choicest condition and many that were unique; the Shelley items, too, were remarkable, especially the association books, which included the poet's own copy of the first edition of "Queen Mab" with numerous corrections and changes in his handwriting; "Alastor," 1816, presentation copy to Edward Williams who was drowned with the poet; and upwards of a half dozen other presentation copies to his most intimate friends including Leigh Hunt. The manuscripts and autograph letters were not less wonderful including such superlative items as the unpublished manuscript of Blake's "Seven Days of the Uncreated World," Poe's first draft of "Morella"; Rossetti's "William and Mary"; Scott's "The Minstrel Pipe"; unpublished manuscripts of Robert Louis Stevenson including the short story "Heathercat"; and others of like importance. The selections from French illustrated books were frequently

bound in full red morocco of the period in the manner so prized by French collectors. The rare Americana contained lots of the greatest distinction representing a period of two and a half centuries. For instance the Lincoln autographic lots included the complete manuscript of his celebrated "Baltimore Address" delivered April 18, 1864, and the original memorandum of a plan of campaign against the Confederates written in September, 1861. The catalog of the exhibition contained forty-eight large octavo pages, closely printed, making a mere title list, containing few notes. It is impossible to give a fair idea of the large exhibit in limited space. It was frequently remarked while the rarities were viewed by collectors familiar with the best bookshops of Europe that no other dealer, here or abroad, could have equalled it and it is quite easy to believe this to be true. F. M. H.

A Horrible Discovery

"[Einstein's theory is to be demonstrated in film form, tho how it is to be done is not explained. The picture is being made in Germany by Walter Kornblum, with the assistance of Professor Otto Buck and Dr. Fanta, of Prague, and Dr. Laemmel and Professor G. F. Nicolai, of Zurich.]—*Evening Standard*.]

Great Scott, and do I read the news aright—
Einstein the latest film-producing groove is?
Was it for this I made them my delight,
And forswore even music-halls for movies?
Is this the cloud, no bigger than a hand?
Is this the flash that shows me where I stand?

I fear this new and most unwelcome dish
Prepared by the abstruse and learned
Teutons;
Instead of Fairbanks, Nazimova, Gish,
Will films now "feature" names like Kant's
or Newton's?
Must algebra and Euclid take the place
Of Chaplin's antics and of Pickford's grace?

Is this the fate prepared for me, the lamb
Who would not hear his doom resounding
louder:
Were Gish and Pickford just the dose of jam
Designed to introduce this final powder?
Was even Chaplin but the lure that led
To Einstein and these other names of dread?

Back, back and let me rescue from collapse
The stage that never harbored such intentions,
Which gave me highbrow problem plays, perhaps,
But never stunts involving four dimensions!
Back to the boards that Irving trod with zest—
Too long I've nursed a viper at my breast!
Lucio in the *Manchester Guardian*.

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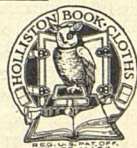
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Cooper's Spy and Pathfinder in Townsend edn.

Aldus Book Co., 89 Lexington Ave., New York

Savoy and Yellow Book, Odd numbers.

The Pageant, The Parade, The Venture.

Stone & Kimball Chap Books.

Herman Melville, All firsts.

Sherwood Anderson, Anything by.

Howard Pyle, Books illustrated by.

Ambrose Bierce, All firsts.

Dreiser, All Firsts.

William H. Allen, 347 Walnut St., Philadelphia

Alexander's Weekly Messenger, 1840.

**American Baptist Publication Society,
Kansas City, Mo.**

History of the English Baptists, by Carlyle.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.

Ante-Nicene Fathers.

Standard Oil by Tarbell.

Life of Mary Baker Eddy, by Tarbell.

D. Appleton & Co., 35 W. 32d St., New York

Hasbrouck, Chokecherry Island.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.

Newton, Amenities of Book Collecting, 1st ed.

Coburn, Cowboy Poems.

Sylvester, Great River, 3 copies.

Arcade Book Shop—Continued

Roberts, Time and Thomas Waring.

Audoux, Marie Claire.

Lorimer, Jack Spurgeon.

Bacon, Beauty for Ashes.

Marsh, Memoir of Rupert Brooke.

de Tocqueville, Democracy in America.

Within the Holy of Holies.

Goethe, The Brook.

Powell, Evolution of the Money Market.

Hes, Soldiers and Explorers, D. P. 1908.

Kennan, Psychology of Mr. Roosevelt, D. P. 1913.

Mavor, Economic History of Russia.

Carpenker, Toward Democracy, cloth.

Egmont H. Arens, 27 W. 8th St., New York

True Stories of Crime from District Attorney's Office by Arthur Twain.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.

Walks in New England, Chas. Goodrich Whiting.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Man Nobody Knew, Holworthy Hall.

G. A. Baker & Co., 144 E. 59th St., New York

Moultrie, Memoirs of Amer. Revolution, vol. 2,* 1902; imperfect may do.

The Baker & Taylor Co., 354 4th Ave., New York

United States Catalogue Supplement, 1912-1918.

Beacon Book Shop, 26 W. 47th St., New York

Doughty, Wanderings in Arabia.

Beresford, God's Counterpoint.

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A Stumbler in Wide Soes.
Construction of the Violin, H. P. Smith.
Chivalry, Cabel (original edition).
Birds of Ohio, 2 vol. ed., Wm. Leon Wilson.
Jane, Joseph and John, Ralph Bergengren, 1st. ed.
Parnassus on Wheels, Morley, 1st ed.
History of English Thought in the Eighteenth Century, 2 vols., Leslie Stephens, pub. by Putnam.
Peru, It's Story, People and Religion, Guinness, pub. by Revell.
Mushrooms, Poems by Alfred Kreymsborg.
History of the French Revolution, Tocqueville.
Story of the Ring, S. H. Hamer, Dodd, Mead, 1907.

Brentano's, Fifth Ave. and 27th St., New York

Berger's French Verbs, 2 copies.
The Ohio Hunter, S. E. Edwards.
The Life and Adventures of Frank Grouard, Chief of Scouts, U. S. A., St. Joseph, 1894, J. De Barthe.
Sketches of the Country, on the Northern Route from Belleville, Illinois, to the City of New York & c. Belleville, 1894, John Reynolds.
Life of General Nathan Bedford Forrest, John Allan Wyeth.
Evolution of Sex, Geddes & Thomas.
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When Knighthood Was in Flower.
The Art of the Wallace Collection, Henry C. Shelley.
With Flashlight and Rifle, Shilling.
African Camp Fires.
African Footprints.
Old Court Life of France, F. Elliott.
Pipesmoke Carry, W. Taylor.
A History of William Penn, W. Hepworth.
Manual of Spiritual Fortification, (2) Louise Wilcox.
Catalogues, the Gallery, 1860, Wm. Barton.
Romantic Trials of Three Centuries, Hugh Childers.
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Goodholme, Domestic Cyclopedia of Practical Information.

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Boas, Mind of Primitive Man.
Thomas, Sex and Society.
Walter, Genetics.

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Payne Knights, Worship of Priapus.
Chiswick Press, or any editions.

The Brooklyn Museum, Eastern Parkway, Brooklyn, N. Y.

A Marriage Under the Terror by Patricia Wentworth.

The Library of Brown University, Providence, R. I.
Francis, J. O., Change, Doubleday, 1914.

Cadmus Book Shop, 312 W. 34th St., N. Y. C.
Harvey's Weekly, Vol. 1, Nos. 15, 16, 21.

C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.
Jones, Mathematical Wrinkles, or similar.
Hobart, Experience.
Froos, Play of Man.
Thurlow Weed's Life, 2 vols.
Illustr. to Stephen's Canoe and Boat Bldg.
Am. Eng. and R. R. Journal, June, 1908.
Fowler and Drayton, Heads and Faces.
Workshop Receipts.
Scott, Psychology of Public Speaking.

Central Book Co., 93 Nassau St., New York
Rawson's Life Understood, 1st edition.

Chamberlain Bros., Pittsfield, Mass.

Biography of Francis Rawdon Chesney, Poole.

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Amer. Inst. of N. Y. City, Ann. Repts., 1, 4.
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William and Mary Quarterly, set.
Southern Literary Messenger, Complete Set.
Whittlesey, Chas., any books or pamphlets by.
Boone, Daniel, Life and Time by Ellis.
Lisa, Manuel, Life of by Douglas.
Port Folio, Vol. 7, 1812, Jan-June.
Butterworth, South Amer.
Wells, Fly Rods and Fly Tackle.
Sugar Beet, Phila., vols. 24-31.
McAdams, Rights, Remedies and Liabilities of Landlord and Tenant, 3 vols., 4th edn.
British Critic, Vol. 23, n.s. (1825).
Posnett, Comparative Literature.
Clodd, Childhood of World, 3 copies.
Roosevelt, Amer. Problems.
Beauchamp, N. Y. State Museum Bull., Nos. 41, 50, 73, 78, 89, 108.
Spencer and Allied Families by Henry Whittemore.
Ill. Hist. Soc. Jl., Vol. 1, 2; no. 3; 11, no. 4.
Hazard's U. S. Commercial and Statistical Register, Vol. 3 to end.
Newton, Amenities of Bookcollecting, 1st edn.
Newton, Magnificent Farce, 1st edn.
Wheeler, Wonderland; issued by N. P. R.R., set or vols.
Avery's Hist. of U. S., 7 vols.
Benton, Thirty Years View, 2 vols., 1854.
Metal Industry, Vols. 1-5; 6, nos. 5 and 6.
Poor's Manual of Railroads, fr. beg. to 1880, 1890, 1893
Firelands Pioneer, any vols, or set.
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Dawson, Pioneer Tales of Ore. Trail.
Squire, Peru, 1878.
Burke, Additional Reasons for Immediately Emancipating Spanish Amer., 1807.
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Frank, (Cesar A. J. G.) Life of.
Burns, Robt, Poems and Songs, ed., by Lang and Craige.
Charlevoix, Hist., of New France, 6 vols.
Louisiana Purchase, Documents relating to H. M., 1904.
Boller, Among the Indians: 8 Years in Far West.
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Travelers Handbook.

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 Illinois Historical Collections, Vols. 1 and 4.
 Lob. Electrochemistry of Organic Compounds.
 Mitchell, W. C., Business Cycles. Pub. by University of California.
 Roberts, E., Famous Chemists.
 The English Hexapla.
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 Poe, Selections from Critical Writings; ed. by Prescott.
 Robertson, New Essays towards a Critical Method.
 Bateman, Political and Constitutional Law of U. S. Bliss, Of Sovereignty.
 Brownson, O. A., Constitutional Government.
 Brownson, O. A., Essays and Reviews.
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 Ford, Pamphlets on Constitution.
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 Hurd, Theory of Our National Existence.
 Hurd, The Union State.
 Taylor, The Right of the State to Be.
 Willoughby, Political Theories of the Ancient World.
 Wilson, Woodrow, An Old Master.
 Evans, American Bibliography, Vols. 3 to 8.
 Kelly, American Catalogue of Books, 1861-71.
 Sabin, Dictionary of Books relating to America.
 Whitman's Works; Camden edition.
 Roosevelt. First editions of the following: American Ideals and other Essays. Americanism, an address. American Waterways. Gouverneur Morris, Hunting the Grisly, Hunting Trips on the Prairie, Outdoor Pastimes of an American Hunter, The Ship of State, Autobiography, Letters to His Children, Thomas Hart Benton, Through the Brazilian Wilderness, Winning the West, Vols. 3 and 4.

George M. Chandler, 75 E. Van Buren St., Chicago
 Tuttle's History of Prussia, 4 vols.
 Buckley, Phallicism in Japan.
 Webster, Daniel, Works, 6 vols.
 Stevenson, Home Book of Verse, 1 vol.
 Osborn, Men of the Old Stone Age, 1915.
 Hard, Mushrooms.
 Hudson, Idle days in Patagonia, 1st ed. 1893.
 Bok Autobiography, 1st ed.
 Suetonius, Lives of the Caesars, Tudor Trans.
 Grimshaw, In the Strange South Seas.
 Becke, Wild Life in South Seas.
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 Schurz, Abraham Lincoln, limited ed. H. M. & Co.
 Saintsbury, Literary Criticism, 3 vols.
 Masfield, On the Spanish Main.
 Madisons Writings, 9 vols. Putnam's.
 Lederer, Discoveries, etc. Rochester, 1902.
 Landor, Across unknown South America, 2 vols.
 Franklin Works, Federal ed., 12 vols.
 Don Quixote, Gibbings ed. 4 vols.
 Dix, The Gate of Horn, 2 copies.
 Curtis, A., Some Masters of Lithography, 1897.
 Chase, Owen, Loss of the Essex.
 Cabell, Gallantry, 1st ed.
 Cabell, Soul of Millicent, 1st ed.
 Cabell, Chivalry, 1st ed.
 Cabell, Line of Love, 1st ed.
 Burroughs, John, A Year in the Fields, 1st ed. 1896.
 Burroughs, John, Bird Stories, 1st ed. 1911.
 Burroughs, John, Breath of Life, 1st ed. 1915.
 Burroughs, Field and Study, 1st ed. 1919.
 Burr, Aaron, Bibliography by Tompkins.
 Burr, Aaron, Conspiracy by McCaleb, 1903.
 Arthur, Ten Thousand Miles in a Yacht.
 Stokes, Cruising in the West Indies.
 Ober, Our West Indian Neighbors.
 Ober, Storied West Indies.
 Breasted, Reading Journey Through Egypt.
 Adams, History of U. S. Vol. 6 only.
 The Morning Man, a Romance.

Columbia University, The Library, New York City
 Dewey, John, Studies in logical theory. Univ. of Chicago.
 Comparative study of the Public School Systems in 48 States, 1912. No. 124. Russell Sage Foundation.

Columbia University—Continued

Fawcett, M. A., Five famous French Women, Cassell, 1905.
 Haggard, A. C., P. France of Joan of Arc, Lane, 1912.

Columbia University Bookstore, 2960 Broadway, New York

Mill, J. S., Three Essays: Nature, Religion, Theism.
 Montaigne, Essays, unexpurgated.

The Columbus Book Exchange, 16 East Chestnut St., Columbus, Ohio.

Kropatkin, Great French Revolution.
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 Fletcher's History of Architecture.
 Eaton's History of Rockland, Thomaston and Camden.
 Inner Studies, by Hannish, Mazdaznan Pub. Co.
 Baby's Opera, illus. Crane.
 Nordenskiöld, Fac-simile Atlas.

DeWolfe & Fiske Co., 20 Franklin St., Boston

Twiss' Life of Lord Eldon.
 Curtis, Life of Daniel Webster, 2 vols.
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 Across the Continent with the Fifth Cavalry, Capt. Price.

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 Beebe, The Bird.
 Castle, A. C., Bath Comedy, Incomparable Bellairs, Diamonds Cut Paste.
 Holcomb, Real Chinaman.
 Herford, Oliver, Peter Pan Alphabet; Jungle Jingles, first eds.
 Kipling, Reader for Elementary Grades and Upper Grades, 1912; Day by Day, 1913.
 Keyes, Genealogy of the Keyes Family, Brattleboro.
 Kennedy, W. S., Poems of the Weird and Mystical Way, Boston, 1885.
 Kipling, Phantom Rickshaw, Regent Press.
 Kuprin, River of Life.
 Lea, History of All Nations, vols. 5, 6, 7.
 Leeds Pottery, Any standard works on.
 Light that Failed, 1890, 1903.
 Livingston, L. S., Works of Rudyard Kipling, Description of a set of the first edition of his books, N. Y., 1901.
 Longfellow, Henry W., Voices of the Night, pamphlet, Boston, 1845.
 Loti, Rarhu, Marriage de Loti.
 Lady Nugents Journal, Jamaica, 1801.
 Letters from the East.
 Mais, From Shakespeare to O. Henry, 1918.
 Oppenheim, E. P., A Modern Prometheus, 1898.
 R. K., Monograph, 1897.
 Sage, Dean, Sammon and Trout.
 Weyman, Under the Red Robe, Story of Francis Shite, Unwilling Vestal.

Eau Claire Book & Stationery Co., Eau Claire, Wis.
 Le Conte, Sight, published by Appleton.

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 San Christobel de Habana, Hergesheimer, first ed., Knopf.
 Mors, Victoria, Trask.

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Fowler-Thompson Company, Montgomery, Ala.
 Book-binding for Amateurs, Sarah Jane Freeman, Columbia Univ. Press.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.
 Macoun, Catalogues of Canadian Plants and Birds.
 Melville, Moby Dick or the Whale.
 Ellicott, Andrew, Journal of Phila., 1814.
 Dotterer, The Perkiomen Region.
 Bent's Diving Birds and Gulls and Terns, Bulls.
 U. S. Nat. Mus. 107 and 113, 1919, 1921.
 Rafinesque, Any orig. publications, 1808-40.
 Holbrook's Herpetology, vol. 4, Phila., 1842.
 Holbrook, Herpetology and Icthyology.

Friedmans, 53 W. 47th St., New York

Blei, The Powder Puff.
 The Connoisseur.
 American Statesmen, 32 vols., cloth.
 Ward, Artemus, Works of.
 Westlake, History of Design in Painted Glass, 4 vols.
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 Brady, The Chalice of Courage.
 Munsterberg, On the Witness Stand.
 Bessey, Textbook of Botany, 1890.
 Spencer's Works, edited by Tod, 7 vols., 1807.
 Walton's Angler, illustrated by Strang and Cameron
 Tylor, Early History of Mankind.
 Gissing, G., By the Ionian Sea.
 Reid, Forest, Kingdom of Twilight.
 The Gentle Lover.
 Rowlandson's Oxford, reprint 1911.
 Hichens, R., The Londoners.
 Current Americans, by Russell, 1893.
 Sibbes, Dr., The Soul's Conflict.
 Bruised Reed.
 Drinkwater's Abraham Lincoln, 2 copies.
 Naval Gazette, vol. 1.
 Cities of the Sun, by Garder? first ed.
 Hains, W. L., Any books by.
 Hetherington, Gate of Remembrance.
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 Stover, Dr., Italy as a Health Resort, 1875.

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 Collier, E. P., Deep Sea Captains of Cohasset.
 Darley-Cooper, first eds. Townsend ed. Wing & Wing; Two Admirals; Mercedes.
 Enschede, Fonderies de Caracteres.
 Hortico, Art in France, 2 vols., 1911.
 Humboldt, Picturesque Athol, with plates.
 Irving, Sketch Book, illus., old ed.
 Love, Fast and Thanksgiving Days in New England.
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 Paine, R. D., Ships and Masters of Old Salem.
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 Printing, Anything on.
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 Slocum, Sailing Alone Around World.
 Trow, Old Ship Masters of Salem.
 U. S. Patent Commissioners, Proceed. before, no. 17, 355, 1871.
 Westerly and Its Witnesses.
 Genealogies: Bogardus, Janse, Winslow memorial, 2 vols.

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Stolen Treasure, Pyle.
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 Reed, Nature Studies in Field and Wood.
 Ryan, Soul of Rafael.

E. Hallenbeck, 751 State St., Schenectady, N. Y.

Burdette, Robt. J., Chimes from a Jester's Bell, Bowen, Merrill Co., 1897.
 Lee, Rev. Jesse, Life of Rev. John Lee, published about 1810.

Harper & Brothers, 327 Pearl St., New York

U. S. Geological Survey, Professional Paper no. 60. Interpretation of Topographic Maps, by R. D. Salisbury & W. Atwood, Washington Government Printing Office, 1908.

Harvard Cooperative Society, Inc., 76 Massachusetts Ave., Cambridge, Mass.

Jones, Five Place Logarithms, Ithaca, N. Y.

Hazen's Bookstore, 238 Main St., Middletown, Conn.

Baker's Book, Braun, 2 vols.

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Woodberry, Inspiration of Poetry.
 Graves, Peter Ramus and Educ. Reformation of 16th Century.

Life and Letters of Tchaikovsky.

O'Hara, President of the S. D. School of Mines, The

White River Badlands.

Hon. Frederick Walpole, Writings, about 1850.

Publications in English or French on California.

Southey, Widow's Tale and other poems, London, 1822.

Southey, Solitary Hours, Prose and Verse, London, 1826.

Books on the Normans in Sicily.

Shaw, Natl. Question Book.

Yriarte, Spanish, Literary Fables, Trans. by Rock-

liffe, 3rd ed., 1866.

The Wonderful Adventures of Alonzo Pierre DeMilt.

Kingsley, Health and Education.

Disraeli Curiosities of Literature.

Klaczke, Rome and the Renaissance, 1903.

Howell, Lady of the Arostook.

Choate, Abraham Lincoln and other addresses in

England.

Ernst's Biography of Lord Chesterfield.

Collins, Essays and Studies of Lord Chesterfield.

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Savage, New England Genealogy.

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History of the Hunt Family.

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 Johnson's Bookstore, 391 Main St., Springfield, Mass.
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 A Female Review or Memoirs of an American Young Lady, by Herman Mann, published 1797.

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Copy of booklet entitled Documents: Respecting the Controversy between the Grand Lodges of New York and Hamburg. Printed 1866. State price.

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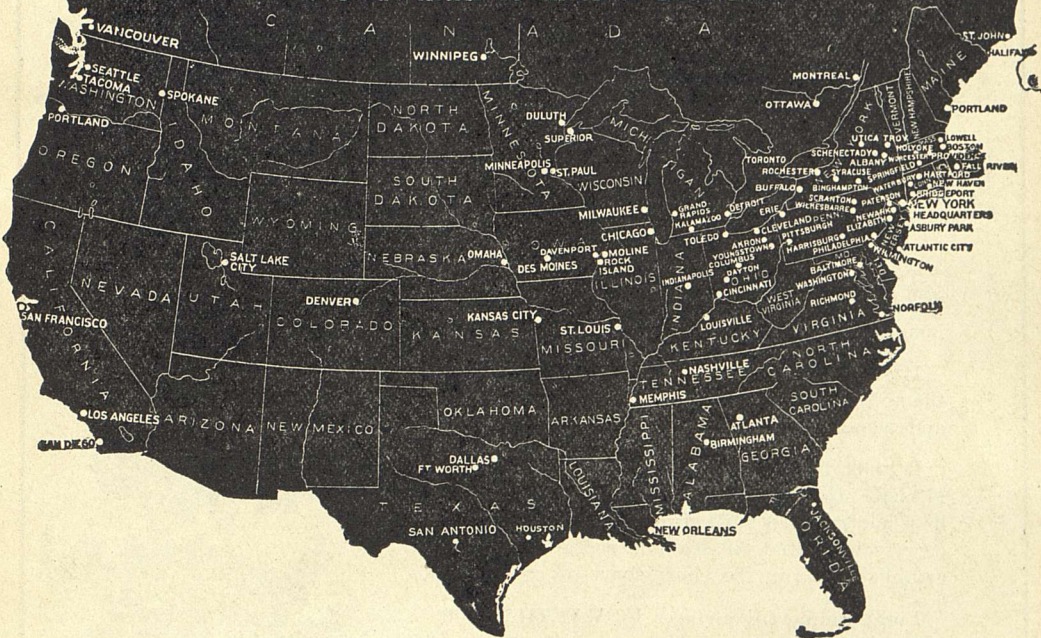
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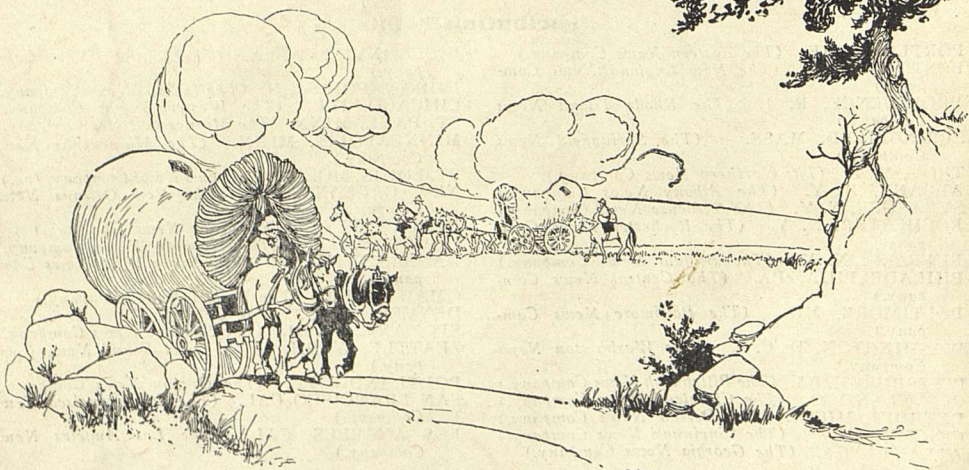
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